

GRAIN DEALERS JOURNAL

LVIII. No. 1.

Chicago, Ill., U. S. A., January 10, 1922.

Price \$2.00 Per Year. 15 Cents Per Copy

What the New Year Holds for You

The New Year lies ahead of you, burdened with great things to do, and filled with promise of great accomplishments and wonderful rewards.

Look up!

Look straight ahead!

Can't you just see Success, Health and Happiness beckoning to you?

Can't you just hear the voices of Ambition and Self-confidence telling you that this is to be your banner year?

What of the past?

It is gone!

If you have been successful, you have laid a foundation for newer, greater success.

If you have failed, forget all of the misery and shame this failure brought to you. Blot it from your memory forever and think only of the valuable lessons which have taught you what to avoid.

Nothing that has ever happened in the past, can keep you from success *this year*—if only you free your mind from fear-thought, anxiety and worry—if only you resolve to travel straight this year—if only you bravely carry through your determination.

The worst effect that failure can have is that entirely false belief that one failure or mistake stamps a man for life. It does so only when he lets this belief take root in his mind, like some rank weed; for once implanted there, it is very apt to crowd out all of the beautiful flowers of hope, ambition and endeavor.

But the *actual truth* of the matter is this:—A thousand failures in the past, do not mean that success may not come tomorrow or next week—if a man keeps on trying.

Look ahead; *but not* too far ahead, for your opportunity is right by you. Search and find out how you can be more useful right where

you are—whether you are running some business or are working for the other fellow. We are all paid in this world, *entirely on our usefulness*.

Resolve then, first of all, to move ahead this year by persistent, honest, earnest effort. Recall the past by its successes, its friendships, its kindnesses, and all of the pleasant things that really make life worth living, and a credit to you.

Cast away, once for all, the worrying habit. Fear is the greatest destroyer of success in the world. It wastes valuable energy and priceless hours and ruins efficiency.

Rid yourself of grumbling and faultfinding. A man must be *contented* to be worth while to his employer, his family, his friends, and to himself.

If you are discontented with your lot, *change it*. The trouble may be with you. If so, start thinking *right* and find out what a grand and glorious place this old world is after all, how pleasant the old job really is, and what good fellows your co-workers really are.

Don't shirk! If you put off your work or slight it, you're not square. You're cheating yourself worst of all and you alone will have to pay the price, in the end.

The New Year is filled with bright promise of great accomplishments and wonderful rewards — *for you*.



Buffalo

The Active Market

ALL Western Roads converge here, either directly, or through their connections.

ALL Eastern Roads are available, through Eastern trunk lines and connections.

ITS weighing and inspection departments are unexcelled for promptness and efficiency.

ITS elevator facilities are vastly superior to those of any market East of Chicago.

SHIP to any of the firms whose names appear below. All are reliable.



McConnell Grain Corporation,
Commission Merchants

Lewis Grain Corporation,
Ship Buffalo—Consign to Lewis

Whitney & Gibson,
Consignments. Our Specialty,
Wheat

Taylor & Bournique Co.,
Grain Commission

Globe Grain Co., Inc.,
Receivers and Shippers

Sunset Feed & Grain Co., Inc.,
Receivers and Shippers

Electric Grain Elevator Co., The
Consignments

Harold, A. W.,
Grain—Barley a Specialty

Watkins Grain Co.,
Consignments

Churchill Grain & Seed Co., The
Receivers and Shippers

Seymour-Wood Grain Co.,
Consignments

Ratcliffe, S. M.,
Commission Merchant

The Townsend-Ward Co.,
Grain Merchandising and
Consignments

Armour Grain Co.,
Grain Merchants

McKillen, Inc., J. G.,
Receivers and Shippers

Davis, Inc., A. C.,
Grain Commission

Pratt & Co.,
Receivers and Shippers

Burns Grain Co.,
Grain Commission

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

AMARILLO, TEXAS.

Early Grain & Elevtr. Co., wholesale grain.*
Stone & Co., Lester, wholesale grain.*

ATCHISON, KANS.

Moore-Lawless Grain Co., consgts., futures, pvt. wires.*

ATLANTA, GA.

Commercial Exchange Members.

M. H. Haym, successor to
Gregg & Son, J., wholesale brokers, grain, hay.*

BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.*
Blackburn & Co., C. P., grain receivers, exporters.*
Dennis & Co., grain merchants.
England & Co., Inc., Chas., grain, hay.*
Fahey & Co., John T., grain receivers and exporters.*
Gill & Fisher, receivers and shippers.*
Hammond, Snyder & Co., Inc., receivers, exporters.*
Hax & Co., G. A., grain, hay, seeds.*
Jones & Co., H. C., receivers, shippers, exporters.*
Lederer Bros., grain receivers.*
Robinson & Jackson, grain commission merchants.*
Steen & Bro., E., grain receivers and exporters.*

BEAVER, OKLA.

Horne Grain Co., Texas wheat, barley, milo.

BIRMINGHAM, ALA.

Birmingham Grain Co., grain, feed, flour.*
Hempbill & Co., R. C., mdse. & grain brokers.*
Montgomery Brokerage Co., grain, gr. pdts., hay, mdse.
Western Grain Co., mfrs. mxd. feed, crn. meal, grits.*

BLOOMINGTON, ILL.

Hasenwinkle Grain Co., brokers of country grain.

BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage commission.*

BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.*
Burr's Grain Co., grain commission.*
Churchill Grain & Seed Co., receivers, shippers.*
Davis, Inc., A. C., grain.*
Doorty-Ellsworth Co., Inc., brokerage commission.*
Electric Grain Elevator Co., consignments.*
Globe Grain Co., receivers & shippers.*
Harold, A. W., grain, barley a specialty.
Lewis Grain Corp., receivers & shippers.*
McConnell Grain Corporation, commission merchants.*
McKilien, Inc., J. G., receivers and shippers.*
Pratt & Co., receivers, shippers of grain.*
Ratcliffe, S. M., commission merchant.*
Seymour-Wood Grain Co., consignments.*
Sunset Grain & Feed Co., grain & feed.*
Taylor & Bournique Co., grain merchants.
Traders & Producers Supply Co., millfeeds a specialty.
Townsend Ward Co., The, consignments.*
Watkins Grain Co., consignments.*
Whitney & Gibson, consignments.*

CAIRO, ILL.

Board of Trade Members.

Cairo Grain Commission Co., consignments.*
Halliday Elevator Co., grain dealers.*
Lynch Grain Co., grain dealers.*
Thistlewood & Co., grain and hay.*

CARROLLTON, MO.

Claiborne Commission Co., commission merchants.*

CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.*
Gifford Grain Co., grain and grain products.*
King Wilder Grain Co., grain shippers.*

CHATTANOOGA, TENN.

Board of Trade Members.

Hood Feed Co., flour, feeds, field seeds.

*Member Grain Dealers National Association.

CHICAGO, ILL.

Board of Trade Members.

Anderson & Co., W. P., grain commission merchants.*
Armour Grain Co., grain buyers.*
Bailey & Co., E. W., grain commission merchants.*
Bartlett-Frazier Co., grain merchants.*
Brennan & Co., John E., grain commission merchants.*
Carhart Code Harwood Co., grain commission.*
Dole & Co., J. H., grain and seeds.*
Freeman & Co., Henry H., grain, hay, straw.
Gerstenberg & Co., commission merchants.*
Hales & Hunter Co., grain merchants.*
Harris, Winthrop & Co., grain commission.*
Hitch & Carder, commission merchants.*
Holt & Co., Lowell, commission, grain and seeds.
Lamson Bros. & Co., consignments solicited.*
Leland & Co., E. F., grain and seeds.*
McKenna & Dickey, commission merchants.*
Mumford & Co., W. R., grain, hay, millstuffs.*
Norris Grain Co., grain merchants.*
Paynter, H. M., grain and field seeds.
Pope & Eckhardt Co., grain and seeds.*
Press & Co., W. G., grain, provisions, stocks, etc.
Requa Bros., wheat a specialty.
Runney & Co., grain commission.*
Schiffin & Co., P. H., commission.*
Shaffer Grain Co., J. C., grain merchants.*
Somers, Jones & Co., grain and field seeds.*
Updike Grain Co., consignments.*

CINCINNATI, O.

Grain & Hay Exchange Members.

Early & Daniel Co., grain, hay, feed.*
Gale Grain Co., The A. C., receivers & shippers.*

CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.*
Cleveland Grain & Milling Co., The, recvrs. & shprs.*
Gates Elevator Co., The, receivers and shippers.*
Sheets Elevator Co., The, grain, hay, straw.*
Shepard, Clark & Co., grain merchants.*
Strauss & Co., H. M., receivers, shippers hay & grain.*

COLBY, KANSAS.

Harris & Haynes, wholesale—brokers—grain.

CLOVIS, N. MEX.

Western Elevtr. Co., The, recvrs.-shprs., hdqtrs kafir-milo.*

DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.*

DALHART, TEXAS.

Kinard Grain Co., J. C., wholesale grain & hay.*

DECATUR, ALA.

Decatur Coal & Mfg. Co., grain and feedstuffs.
Lyle-Taylor Grain Co., whlse. grain, hay, feeds.

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*

DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.*
Ashcraft Grain Co., S. B., wholesale grain.*
Conley-Ross Grain Co., The, grain and beans.*
Crescent Flour Mills Co., The, merchant millers.*
Denver Elevator, wholesale grain, flour, millfeed.*
Farmers Elevator Co., The, H. F. Rover, Mgr.
Gallagher Grain Co., grain merchants.*
Houston Grain Co., wholesale grain.*
Kellogg Grain Co., O. M., receivers and shippers.*
McCaull-Dinsmore Co., wholesaler and commission.*
Moore-Lawless Grain Co., private wires to all markets.*
Phelps Grain Co., T. D., wholesale grain.*
Rocky Mountain Grain Co., export and domestic grain.*
Scott-George Grain Co., The, receivers and shippers.*
Summit Grain Co., wheat, corn, oats, rye, barley.*

DES MOINES, IOWA.

Board of Trade Members.

Des Moines Elevtr. & Gr. Co., oats a specialty.
Marshall Hall Grain Co., grain commission.*
Taylor & Patton Co., corn and oats.*

DETROIT, MICH.

Board of Trade Members.

Dumont, Roberts & Co., receivers, shippers.*
Huston, C. R., grain and hay.*
Lapham & Co., J. S., receivers & shippers.*
Lichterberg & Son, oats, corn, hay, straw.*
Simmons & Co., F. J., grain and hay.*
Swift Grain Co., consign or ask for bid.*

DODGE CITY, KANSAS.

Hillyer Grain Co., grain.

FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., merchants—commission, consignments.
Transit Grain & Com. Co., consignments, brokerage.*

GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.*

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

HAMBURG, IOWA.

Sullivan & McBride S. & G. Co., red cob fodder corn.

HASTINGS, NEBR.

Koehler-Twidale Elevator Co., grain dealers.*
Moritz Grain Co., C., wholesale grain.*
Sexson, C. R., grain.*

HATTIESBURG, MISS.

Merchants Grocery Co., whlse. grocers, grain, fd., fr.

HILLSBORO, KANSAS.

Hillsboro Roller Mills, gr. dlrs., fr., chick feed.

HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.*
Rothschild Co., S., grain, c/s products, rice b/p.*

HUTCHINSON, KANS.

Board of Trade Members.

Central Grain Co., The, buyers for mills.
Farmers Co-op. Com. Co., commission merchants.
Goffe & Carkner, private wire.*
Hayes Grain Co., John, grain merchants.*
Hutchinson Grain Co., grain merchants.*
McClure Grain Co., J. B., buyers and sellers.*
Midwest Grain Co., The, shippers.
Moore Grain Co., consignments—buyers of grain.
Producers Grain Co., The, milling wheat.*
Southwest Grain Co., receivers and shippers.
Union Grain Co., grain merchants.*
Vanderslice-Lynds Co., grain commission merchants.

INDIANAPOLIS, IND.

Board of Trade Members.

Anderson & Mercer, grain commission & consignments.*
Boyd Grain Co., Bert A., strictly brokerage & com.*
Cleveland Grain & Milling Co., grain commission.
Hayward-Rich Grain Co., grain commission.*
Probst & Kassebaum, Inc., hay, grain, feed.*
Steinhart Grain Co., commission and brokerage.*
Witt, Frank A., grain commission and brokerage.*

JACKSON, MICH.

Bartlett & Co., J. E., salvage grain buyers & sellers.
Wagner-White Co., track buyers-sellers, grain-feed.

JACKSON, MISS.

Field Co., Robt., succ. to P. L. Brittain Co.
Royal Feed & Mfg. Co., mixed feed mfrs.

KANSAS CITY, MO.

Board of Trade Members.

Christopher & Co., B. C., kafir, feterita, milo.*
Claiborne Commission Co., commission merchants.*
Croysdale Grain Co., commission merchants.
Davis Grain Co., A. C., grain commission.
Denton Kuhn Grain Co., consignments.*
Ernst Davis Grain Co., commissions.*
Federal Grain Co., receivers, shippers.*

(Continued on next page.)

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

KANSAS CITY, MO., (Continued)

Frisco Elevators Co., grain merchants.
Goffe & Carkener, grain commission.*
Hall-Baker Grain Co., consignments.
Lichtig & Co., H., kafir, milo, screenings.
Logan Bros. Grain Co., receivers and shippers.*
Miller Grain Co., S. H., consignments.
Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., grain receivers.*
Norris Grain Co., grain merchants and exporters.*
Roehen Grain Co., E. E., consignments.
Root Grain Co., consignments and futures.*
Scoular Bishop Grain Co., receivers and shippers.*
Shannon Grain Co., consignments.
Simonds, Shields, Lonsdale Grain Co., grain.*
Terminal Elevators, receivers, shippers.*
Twidale-Wright Grain Co., consignment futures.
Thresher Grain Co., R. J., grain commission.*
Wilser Grain Co., consignments.*

LAWRENCE, KANS.

Underwood & Sons, J., grain, feed, seeds.

LIBERAL, KANS.

Light Grain & Mfg. Co., mill pmts., kafir, milo.
Vickers Grain & Seed Co., grain and field seeds.

LINCOLN, NEBR.

Grain Exchange Members.

Lincoln Grain Co., grain merchants.*

LITTLE ROCK, ARK.

Grain Exchange Members.

Caple & Stockton, hay, grain, feed.
Davis, S. P., Est. 1893, grain, flour, cottonseed meal.*
Farmer Wilson Co., brokers, hay, grain, mill feed.*
Gordy Co., C. L., grain brok., hay, grain, mill feed.*
Wilson Co., John R., grain brokers.

LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Gr. Co., receivers-shippers of grain.*
Callahan & Sons, receivers and shippers of grain.*
Fruechtenicht, Henry, grain, feed, hay.*
Kentucky Public Elevator Co., storers and shippers.*
Verhoeff & Co., H., receivers and shippers.*
Zorn & Co., S., receivers and shippers.*

LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.

M'KINNEY, TEXAS.

Reinhart & Company, wheat, corn, oats, maize.*

MARSHALL, MO.

Claiborne Commission Co., commission merchants.*

MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker & com. consignments.*
Buxton, E. E., broker and commission merchant.*
Clark-Burkle & Co., grain and hay.*
Cook, L. P., receiver and shipper.
Davis & Andrews Co., grain, mixed feed.*
Denyven & Co., brokers and commission.*
Edgar-Morgan Co., mixed feed manufacturers.
International Sugar Feed Co., feed mfrs. and grain.
Levitt & Co., L. B., cottonseed and peanut products.
Marshall Brokerage Co., strictly brokerage.
Mississippi Elevator Co., grain dealers, feed mfrs.
Pease & Dwyer, grain, mixed feed.*
Quaker Oats Co., feed & cereal mfrs.
Royal Feed & Milling Co., mixed feed mfrs.*
Sessum Grain Co., grain, mixed feed.*
U. S. Feed Co., grain, hay, mill feed.*
Wade & Sons, Inc., John, grain, feed, flour.*

MERIDIAN, MISS.

Board of Trade Members.

Lyon & Co., A. J. whlse. gro., grain, feed.
Meyer Bros., wholesale groc., grain, feed.
Sturges Co., grain dealers, mixed feed mfrs.*
Threefoot Bros. & Co., whlse. grain, feed, fr., gro.*

MIDDLEPOINT, OHIO.

Pollock Grain Co., grain, hay, straw, ear corn.

MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.*

MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Benson, Quinn Co., grain commission.*
Cargill Commission Co., grain commission.*
Cereal Grading Co., grain merchants.*
Gould Grain Co., receivers and shippers.*
Hankinson & Co., H. L., grain commission.*

MINNEAPOLIS, MINN., (Continued).

Chamber of Commerce Members.

Malmquist & Co., C. A., receivers & shippers.*
Marfield Grain Co., grain commission.*
McCrill Dismore Co., consignments solicited.*
Seidl, Frank J., all grains and feeds.*
Sheffield Elevator Co., shippers of grain.*
Sterling Grain Co., receivers and shippers, all grains.*
Van Dusen-Harrington Co., grain merchants.*
Welch Co., E. L., mill oats and screenings.*

MOULTRIE, GA.

Delay, A. J., flour and grist mill.

NASHVILLE, TENN.

Grain Exchange Members.

Allen Grain Co., receivers and shippers.*
Allfeed Milling Co., feed manufacturers.
Kerr, S. S., receiver and shipper.*
Tennessee Grain Co., receivers and shippers.*
Tyner & Co., John A., receivers and shippers.*

NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.

NEW ORLEANS, LA.

Board of Trade Members.

Anderson & Jackson, Inc., exporters of grain.*
Barr, R. J., grain exporter.*
Fox Co., C. B., exporters.*
Gibbons, J. T., gr. dealers, mixed fd. mfrs., exptsr.
Matthews Sons, Geo. B., mill feed manufacturers.
Nathan & Pettis, fwdg. agt. & expt. fght. broker.*
Neumond, Inc., K. & E., dlrs. & exptsr. in fd. articles.*
Richeson Co., Inc., W. L., expt. shpg., fgt. bkg. & fg.
Rodd & Co., Chas. M., gr. brokers & fwdg. agents.*
Waterman & Co., J. S., gr., flour & fd. bkrs., fir. jobsr.*

NEW YORK CITY.

Produce Exchange Members.

Jones & Co., M. B., buyers—quote us.*
Knight & Company, commission merchants.*
Therrien, A. F., broker.

NORFOLK, VA.

Moon-Taylor Co., grain and hay brokers.

OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Cherokee Grain Co., grain merchants.*
Conyers Grain Co., grain merchants.
Lang Grain Co., J. H., prompt and efficient service.*
Langenberg Bros. Grain Co., grain merchants.
Marshall Grain Co., grain, feed, seeds.*
Moore, George L., grain merchant.
Okla. City M. & E. Co., grain merchants, millers.*
Perkins Grain Co., W. L., brokers.*
Scannell-Winters Grain Co., grain and feed.*
Stinnett Grain Co., grain merchants.*
Stowers Grain Co., W. B., commission merchants.*
Strader & Co., J. Edgar, grain, hay, feed.*
White Grain Co.*

OMAHA, NEBR.

Grain Exchange Members.

Butler Welsh Grain Co., grain merchants.*
Crowell Elevator Co., receivers, shippers.*
Holmquist Elevator Co., receivers and shippers.*
Maney Grain Co., The, consignments.*
Miller Wilson Grain Co., receivers and shippers.*
Roberts Grain Co., Geo. A., grain merchants.*
Stockham Grain Co., E., commission merchants.*
Trans-Mississippi Grain Co., receivers and shippers.*
United Grain Co., grain commission.
Udpike Grain Co., consignments.*

OTTAWA, KANS.

Ross Milling Co., The, millers, hard wheat flour.

PAMPA, TEXAS.

McMurtry Grain Co., L. C., wheat, kafir, milo.*

PEORIA, ILL.

Board of Trade Members.

Bartlett Co., S. C., grain commission.
Bowen Grain Co., H. D., receivers & shippers.
Cole Grain Co., Geo. W., receivers and shippers.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.*
Harrison, Ward & Co., receivers & shippers.*
Luke Grain Co., grain commission.*
McFadden & Co., G. O., consignments.*
Miles, P. B. & C. O., grain commission.*

PEORIA, ILL., (Continued).

Mueller Grain Co., receivers and shippers.*
Shaffer Grain Co., J. C., receivers & shippers.*
Turner Hudnut Co., receivers and shippers.*
Tyng Grain Company, receivers and shippers.*

PHILADELPHIA, PA.

Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.*
Dunwoody Co., Ezl., flour, grain, feed.*
Miller & Sons, L. F., grain, seeds, hay.*
Richardson Bros., grain, flour, millfeeds.*
Richardson, Geo. M., grain and feeds.*
Rogers & Co., E. L., hay, straw, grain, feed.*
Stites, A. Judson, grain and millfeed.*
Young & Co., S. H., wheat, corn, oats.

PITTSBURGH, PA.

Members Grain and Hay Exchange.

Ailen & Co., H. S., grain and hay.*
Burson Grain Co., C. G., recvrs., shprs.-commission.*
Elwood & Co., R. D., hay and grain.*
Foster Co., C. A., grain merchants.
Geldel & Leubin, grain and hay.
Hardman & Daker, grain, hay, millfeed.*
Harper Grain Co., corn a specialty.*
Heck & Co., W. F., grain, hay, millfeed.*
McCague, Ltd., R. S., grain, hay.*
Rogers & Co., Geo. E., grain and hay.*
Smith & Co., J. W., grain merchants.*
Stewart & Co., Jesse C., grain and mill feed.*
Walton Co., Samuel, grain and hay.*

PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

PORTLAND, ORE.

Pacific Coast Elevator Co., grain.
Pacific Grain Co., grain exporters.*

PUEBLO, COLO.

McClelland Met'l I. & R. Co., grain, hay and feed.*

QUINTER, KANSAS.

Jones-Rogers Grain Co., brokers.

RICHMOND, VA.

Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seeds.

ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.*

SAGINAW, MICH.

Saginaw Milling Co., flour, feed, hay, grain.*

SALINA, KANS.

Board of Trade Members.

Baber Grain, Feed & Seed Co., grains, feed, seeds.
Bossemeyer Grain Co., The Paul, grain merchants.*
Richter Grain Co., wheat, coarse grains & millfeed.*
Rickel, E. L., grain receiver and shipper.
Service Grain Co., grain, feed, grain products.*
Weber Flour Mills Corp., millers, exporters, grain dlrs.*
Wright-Wilson Grain Co., milling wheat.*

SALT LAKE CITY, UTAH.

Utah-Idaho Bkg. Co., whlse. grain, hay, flour, feed.*

ST. JOSEPH, MO.

Grain Exchange Members.

Aunt Jemima Mills Co., A. J., hominy feed.
Button-Simmons Grain Co., grain commission.*
Claiborne Commission Co., commission merchants.*
Herries-Yancey Grain Co., commission merchants.*
Marshall Hall Grain Co., consignments solicited.*

ST. LOUIS, MO.

Merchants Exchange Members.

Annan Burg G. & M. Co., flour, grain, millfeed.*
Ballard-Messmore Grain Co., recvrs., grain, hay, seeds.*
Bushfield Grain Co., receivers and shippers.
Claiborne Commission Co., commission merchants.*
Dreyer Commission Co., feedingsuffs, grain, seeds.*
Elmore Schultz Gr. Co., receivers and shippers grain.*
Goffe & Carkener Co., grain commission.*
Graham & Martin Grain Co., grain commission.*
Marshall Hall Grain Co., grain commissions.*
Langenberg Bros. Grain Co., grain commission.*
Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*
Picker & Beardsley Com. Co., grain and grass seed.*
Toberman, Mackey & Co., grain, hay, seeds.*

SEDALIA, MO.

Claiborne Commission Co., commission merchants.*

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

SIOUX CITY, IOWA.

Board of Trade Members.
Button Co., L. C., grain commission.*
McCaull Dinsmore Co., commission.*
Terminal Grain Corp., receivers & shippers.*
Rumsey & Co., receivers of consignments.*
Merriam Commission Co., corn and oats.
Western Terminal Elevator Co., receivers and shippers.*

SIOUX FALLS, S. D.

Burke Grain Co., grain merchants.

SPRINGFIELD, MO.

Claiborne Commission Co., commission merchants.*

STERLING, COLO.

Moore, James A., grain dealer.

TAMPA, FLA.

Bonacker Bros., brokers, grain, hay, feed, flour.*

THOMASVILLE, GA.

Burch & Son, W. H., corn millers.

TOLEDO, OHIO.

Produce Exchange Members.
De Vore & Co., H. W., grain and seeds.*
King & Co., C. A., grain and seeds.*
Morehouse & Co., wholesale grain and seeds.

TOLEDO, OHIO, (Continued).

Southworth & Co., grain and seeds.*
Wickenhiser & Co., John, grain receivers, shippers.*
Young Grain Co., grain.*

TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.*
Golden Belt Grain & Elevtr. Co., The, recvrs. & shprs.*
Topeka Grain Co., wheat, corn, oats, mill & ctn. feed.*

TULIA, TEXAS.

Cowan Grain Co., W. C., wheat, oats, maize, kafir.*

TURON, KANS.

Turon Mill & Elevtr. Co., corn, wheat, millfeed, flour.

WASHINGTON, D. C.

Wilkins-Rogers Mfg. Co., Inc., receivers and shippers.*

WICHITA, KANS.

Board of Trade Members.
Baker-Evans Grain Co., milling and export wheat.*
Beyer Grain Co., consignments and mill orders.*
Blood Grain Co., I. H., consignments, mill orders.*
Claiborne Commission Co., commission merchants.*
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We have enlarged upon our old form of recording C. N. D. quotations and now have a new book which, in addition to having spaces for Wheat, Corn and Oats, also has spaces for Rye and Barley. Each sheet is headed "Board of Trade Quotations for Week Commencing Monday.....192...." Columns are provided for three Wheat options, three Corn, three Oats, three Rye and two Barley; have spaces for the market hourly and at close. Closing prices for previous week are listed at top. Sixty sheets, printed on bond paper, 9 1/2 x 11 1/2, are well bound in book form, with flexible pressboard covers—a year's supply. Order Form 97-5. Price \$1.00.
GRAIN DEALERS JOURNAL
305 South LaSalle St. Chicago, Ill.

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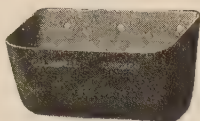
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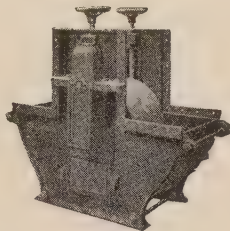
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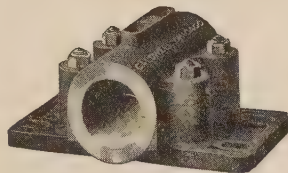


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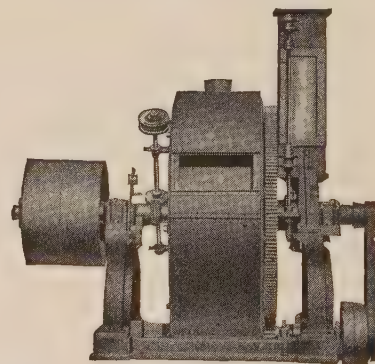
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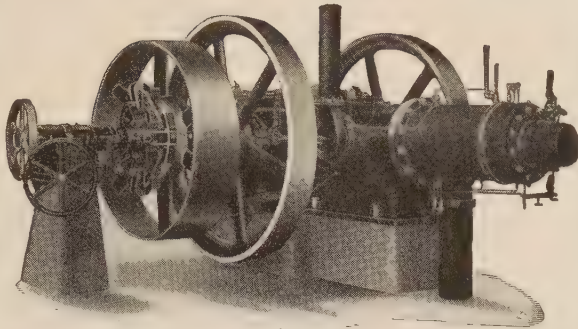
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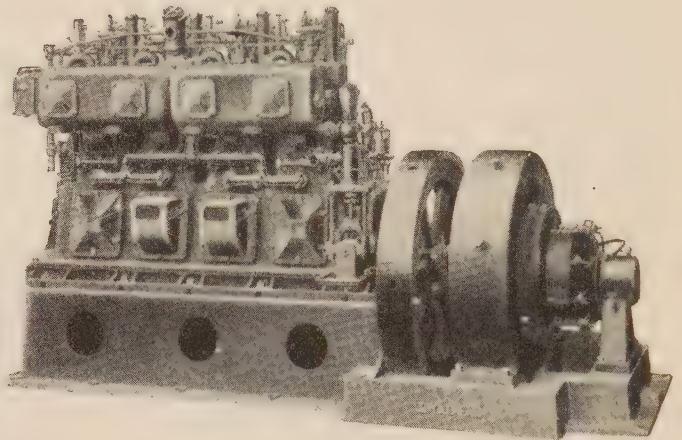
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Grain Dealers Journal, 309 So. La Salle St., Chicago

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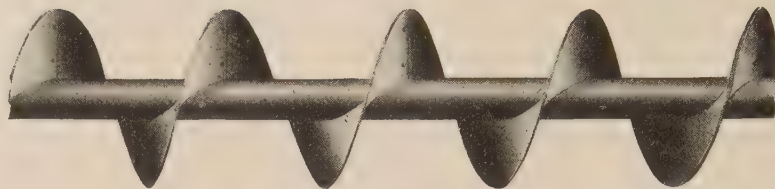
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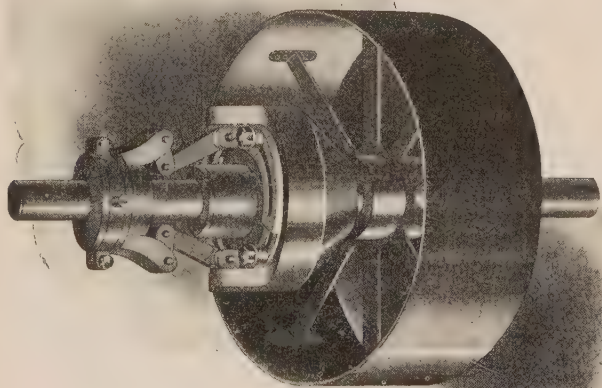
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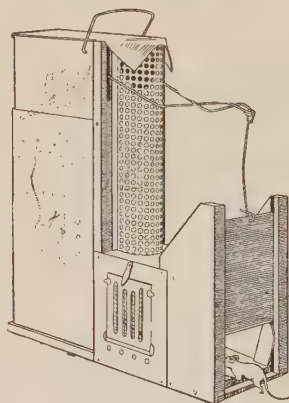
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No renewal costs on Peerless Traps. First Cost is the Last.

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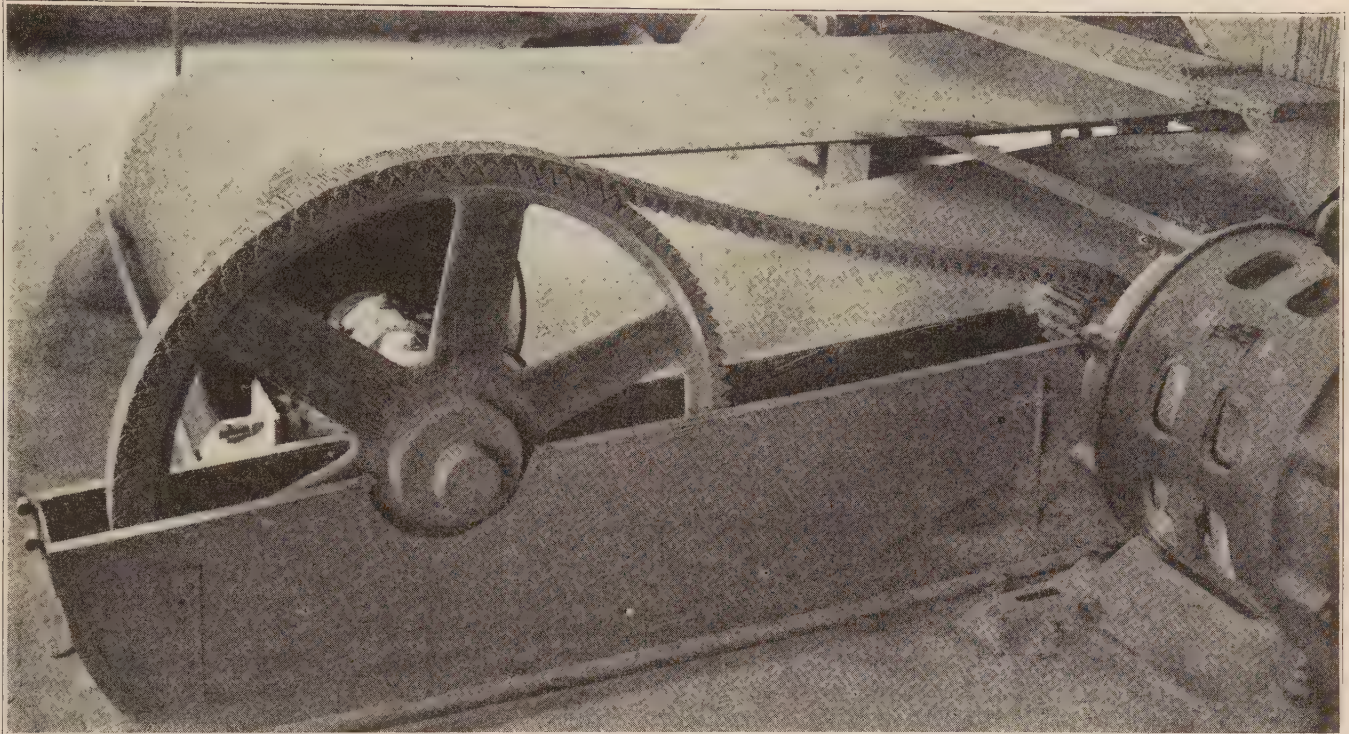
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THE MORSE "ROCKER JOINT"



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See article, this issue, pages 48 and 49, describing New York State Elevator, Gowanus Bay, for which Morse Drives have been specified for driving, receiving and shipping conveyors, cross shipping conveyors, storage conveyors, basement and cupola conveyors, gantries, power shovels and driers.

Morse Silent Chain Drive has attained its leading position by results; has proven its efficiency, its durability, its low maintenance; it has increased production and lowered cost; it has brought out the concealed profits of slipping belts wherever the 3,000,000 h.p. now in use has been installed.

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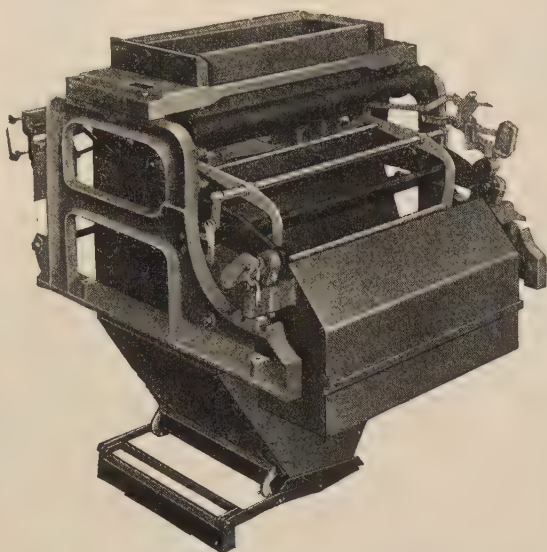


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you get the benefit of early shipment and the lowest price at which this high grade machine has sold in years.

You Can't Afford to Pass Up This Opportunity

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Easily and inexpensively installed in the cupola. It loads direct to cars.

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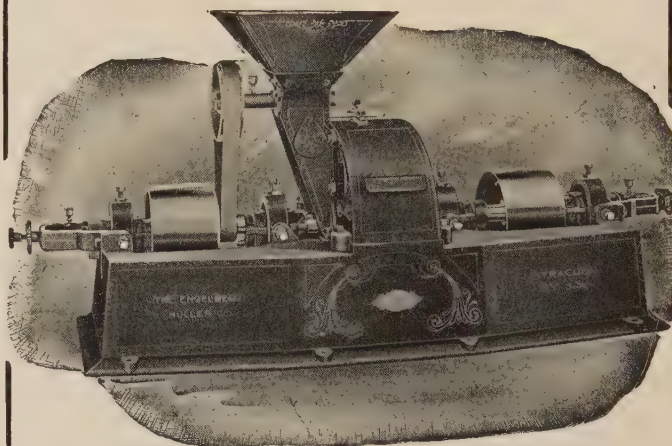
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If you are interested to know why our "HALSTEAD" has larger capacity; does better work with less power, at about one-half upkeep expense, and original cost of Mill from 40% to 60% less than other makes, write us for catalogue.

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Each page has spaces for 40 wagon loads and each book has 160 pages or spaces for records of 6560 loads. The book is well printed, ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2¼ lbs.

GRAIN SHIPPING BOOK Form 14 AA is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10¼x16½ inches, used double. The left-hand pages are ruled for information regarding **Sales and Shipments**; the right-hand pages for **Returns**. Under **Sales** the column headings are Date, Amount Sold, Price, Grain, Terms. Under **Shipments** are Date, Car Number and Initial. Our **Weights in Bushels, Grade, Route, Rate**. Under **Returns** are Destination, Grade, Difference, Bushels Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

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GRAIN DEALERS JOURNAL

309 So. La Salle Street, Chicago,

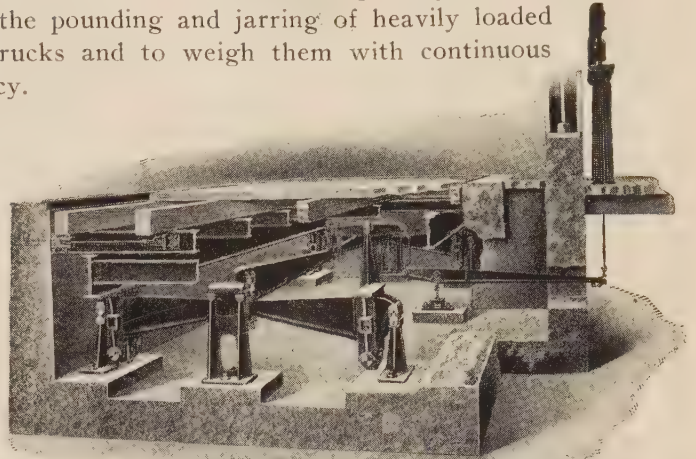
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FAIRBANKS SCALES Type "P" for Auto Trucks

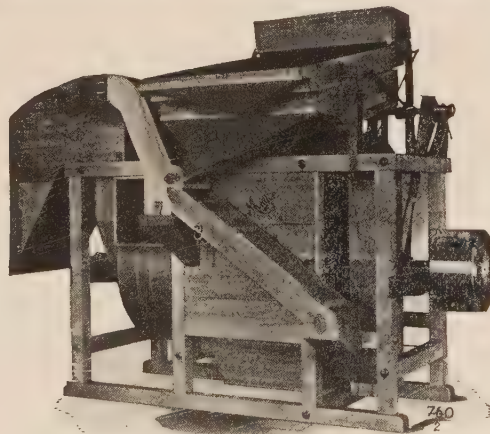
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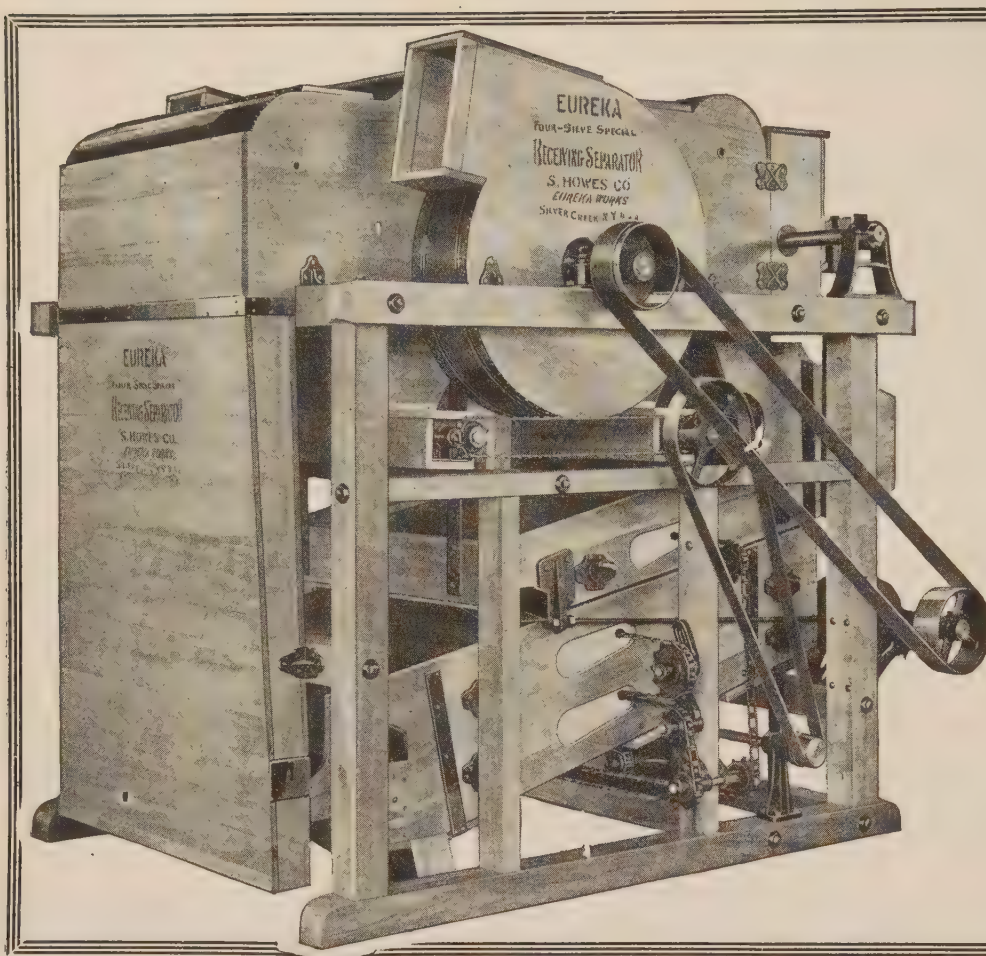
OUR NEW YEAR'S RESOLUTIONS—*some do make them but to break them*

But way down in our hearts is an unbreakable resolve to accomplish in our business greater results than ever before. How can that best be done? How better than by making a survey of our cleaning apparatus and weeding out the inefficient machine, just power eaters, and replacing with result-producing machines—the MONITOR. Fitted with a MONITOR, you are in shape to get the desired "greater results." Do it now and then you will be set for years to come.

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"EUREKA"



This machine does nicer work and more than any other first class elevator separator because it has an extra screen.

Unexcelled as a Receiver; splendid as a Recleaner. As a garlic extractor the Four-Sieve Special is unmatched.

Equipment includes automatic sieve cleaners and automatic disc oiling eccentrics.

Correspondence invited.

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Eureka Works

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Like All Weller Equipment
— BUILT FOR SERVICE —

*Easily Installed
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Mechanism in Full View of Operator.

Worm Gear on Hoisting Shaft Gives Positive Lock at Any Point.

No Brakes, Hydraulic Pumps or Air Chambers Required.

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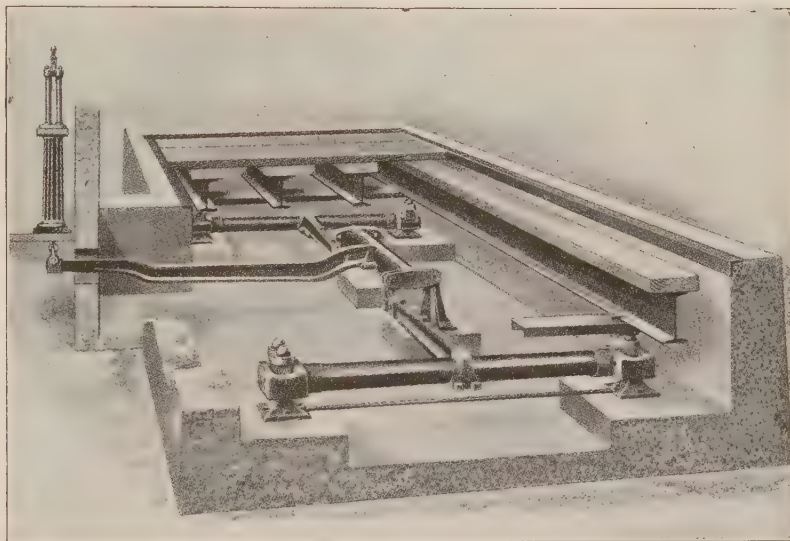
Our complete stock of galvanized, black, blue annealed sheet steel and zinc enable us to give immediate attention to all orders and inquiries received.

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Howe Ball Bearing Auto Truck and Wagon Scales

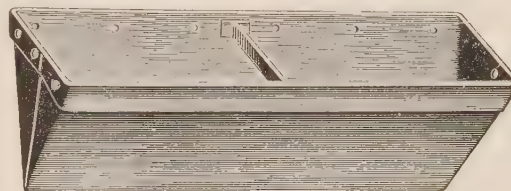
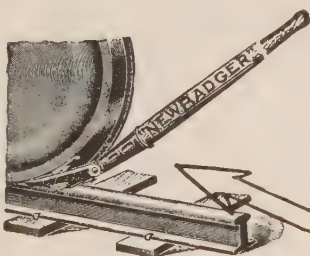
The cut below shows our **Special** 10-Ton Auto Truck and Wagon Scale for Country Elevators and Coal Yards. Platform 16x8 and Full Heavy Steel Four I Beam Construction, with Angle Iron Outside Frame.

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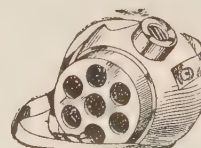
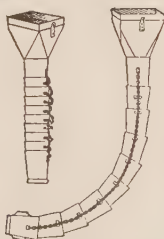
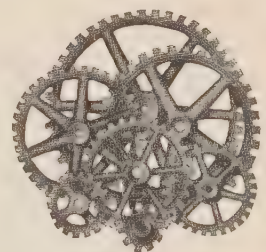


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Complete stocks of all kinds of Pulleys, Belting, Sprockets, Loading Spouts, Grain Spouting and everything for a complete elevator. Write us.

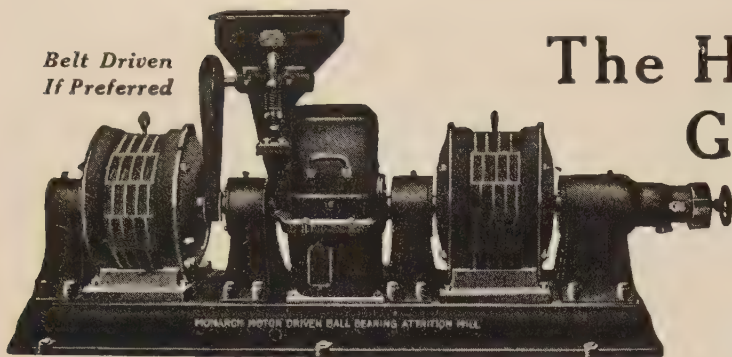
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Belt Driven
If Preferred



The Harder the Task, the Greater the Need for a **MONARCH** BALL BEARING **ATTRITION MILL**

GIVE the Monarch Ball Bearing Attrition Mill a job of heavy grinding and notice how easily it masters it. There will be no balking, no screeching of bearings, and no intermittent variations of speed.

The Monarch is **built for work**; and the harder the task assigned to it, the more emphatic becomes the proof of its superiority.

Sturdiness of construction and economy of oper-

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The Monarch Mill Builders

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Pierson-Wilcox Elect. Co.

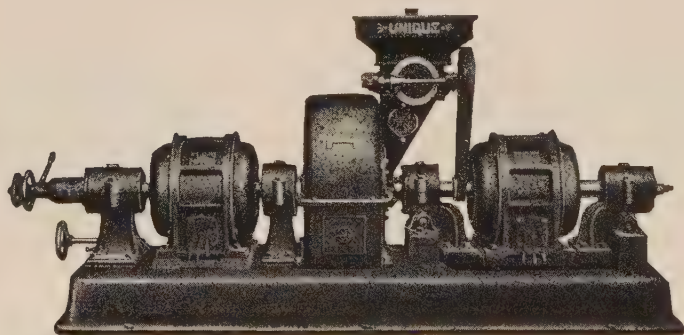
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For elevator and mill supplies we issue a net price catalog. If in the market write us for one.

WHITE ★ STAR ★ CO.
WICHITA, KANSAS

A Profitable Side Line

A Unique Ball Bearing Attrition Mill in your elevator for grinding feed for your trade.



(Belt Driven If Preferred)

Others in your line have bought them. Why not you? They make good profits. You can do the same.

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BAD ORDER CARS cause the loss of many hard earned dollars to shippers of grain and seed. **MUCH OF THIS LOSS** can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevent leakage in transit and we make Car Liners for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money saving merits of our proposition.

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TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent

CLAIM LOSSES

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Are now using them

Write for samples and prices

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Chas. J. Webb, Vice-President
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WHEN EVERY AGENCY FOR SAFETY OPERATION SAYS "DO AWAY WITH DUST" IT'S TIME THAT YOU LISTENED TO REASON—



The hundreds of thousands of dollars lost through dust explosions would equip every elevator in the country.

Don't be the next on the "Blow up list," but for the protection of the money invested in your business investigate our product.

The New "1905" Cyclone Dust Collector

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The Knickerbocker Co.
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is most economical to use because it will put off repainting for the longest period of time and yet protect the surface from deterioration.

It has proven its long service quality by many records made in leading industrial lines. These records have been possible only because of the unusually long-wearing pigment, flake silica-graphite, and the vehicle, linseed oil.

Write for Booklet No. 15B and Color Chart.

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Once the Carter Disc Separator is set in motion it will run indefinitely without further attention. There are no adjustments to shake out of order, no parts to wear or break.

You can install the Carter in your elevator anywhere. It takes up little room, requires small power, and involves low installation cost.



—insures you cleaner separation than has been possible by machinery used heretofore—and a higher grading on your wheat, on one run through. It will save you loss of wheat in tailings; and increase the test weight of wheat through the scouring action of the discs.

Made for Different Classes of Separation

The A Type machine separates—

- oats and barley from wheat, including Durum.
- wheat from screenings.
- oats and barley from rye.
- or seeds and wheat from oats.

The Seed Type machine removes wild peas, cockle and seed from wheat.

Combination Type removes oats, barley, cockle, wild peas and seeds from wheat in one operation.

Try It at Our Risk The Carter Disc Separator is sold under the most liberal guarantee ever made. There are no strings to it—you are the judge and jury. If, after a reasonable trial, it is not satisfactory to you in all respects, we agree to accept its return and give you full credit for it.

WRITE FOR FULL INFORMATION

We know what the Carter can save you in dollars and cents, by what it is doing for scores of others. Write us for their experiences.

Carter-Mayhew Mfg. Co., 611 Fifth Ave. South, Minneapolis, Minn.
In Canada: Manufactured and Sold by The Strong-Scott Mfg. Co., Ltd., Winnipeg

THE WORLD'S LARGEST ELEVATORS USE THIS BRUSH



For sweeping grain cars and elevators, the STAR BRUSH has no equal. Made of stiff selected fibre, 5 inches long. Guaranteed to outwear four or five corn brooms and do cleaner and faster work. Built on hardwood block 14 inches wide and flared to an 18-inch sweep. Largest elevators in Minneapolis, Duluth, Port Arthur and Ft. William now use this brush exclusively.

Order a dozen today. If within sixty days you do not find them entirely satisfactory, send them back. We'll pay the transportation charges both ways.
Price \$16.00 per dozen, F. O. B. Minneapolis

Flour City Brush Company

422-424 South Fourth Street

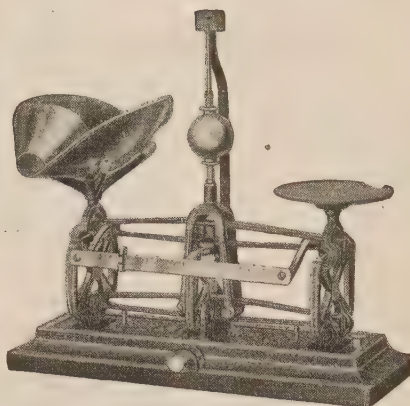
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GRAIN TESTING SCALES



5055

No. 5055
For Grain Testing, Etc.



No. 4000 Used in Moisture Test

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**SIDNEY AND
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They will reduce your handling ex-
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Easily installed. For quotations
give your requirements.
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Sidney, Ohio

AFFIDAVIT OF WEIGHT

This form is used to make a sworn statement of the amount of grain loaded into a car.

Fifty affidavits in duplicate are bound into a book, size 5½x8½ inches, printed on bond paper, with manilla duplicates and two sheets of carbon, well bound in press board. Originals are machine perforated so they may be easily torn out. Each blank contains the following information:

..... being duly sworn, on his oath, says that on the day of, 192...., he, acting as agent for at in the State of, carefully and correctly weighed draughts on Hopper, Automatic, Wagon, Track Scales amounting to lbs. equal to bushels of No. and loaded direct or thru bin to car No. Initial for shipment to Messrs at in the State of and that said car was in condition and properly sealed when delivered to the Railroad; with space for notary public.

Order Form 7AW, weight ½ lb.
Price 75 cents.

GRAIN DEALERS JOURNAL
309 So. LaSalle St. Chicago, Ill.

SMALL ELEVATOR PLANS FREE

Suggestive plans for small elevators from 2,000 to 10,000 bushels capacity will be mailed you upon request.

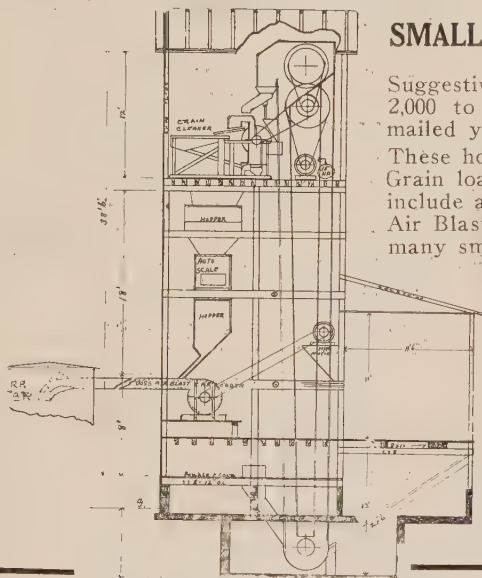
These houses are low in height and cost. Grain loaded without scooping and plans include automatic scale, cleaner and Boss Air Blast Car Loader. Just the thing for many small stations.

We can also mail plans for small plants for receiving, storing and shipping corn in the car without scooping in the car. You can make your old house modern by installing a Boss Air Blast Car Loader. Every car can then be loaded without scooping. Our Portable outfits meet many needs. Write today outlining your problems. We will send you complete information free.

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HALL SPECIAL
ELEVATOR LEG

Everybody wants superlative capacity, especially when it means no added size or cost. Capacity is wealth. We have so increased capacity in the

Hall Special that we attain what is proven to be the greatest elevator leg in the world. THE HALL SPECIAL has sprung at one bound to the pinnacle place. There is nothing to rival it. Each leg is a study. Each leg is a pattern type.



To save grain is to save money. It is prudence, economy and essential to prosperity. Scattering it, wasting it, mixing it, by sloppy distribution, is a crime against the laws, the code and the rules of business. One cannot hit the bull's eye, if his aim is wrong. The Hall Signaling Grain Distributor is automatically precise and accurate, in both aim and discharge. It cannot miss. It saves all the grain and outwears the elevator.

Hall Distributor Company, 222 Railway Exchange Bldg., Omaha, Nebr.

DIRECT REDUCTION
GRAIN TABLES IN FRAME

This set contains six cards with marginal indexes, giving reductions of any number of pounds from 600 to 6,590 by 10-pound breaks. For oats and cotton seed at 32 lbs.; barley, buckwheat and Hungarian at 48 lbs.; shell corn, rye and flaxseed at 56 lbs.; wheat, clover, peas, potatoes at 60 lbs.; and ear corn at 70 and 75 lbs. to the bushel. Pounds are printed in bold faced type, and reductions to bushels directly beside the corresponding pounds. The six cards fit into a bass wood frame with a glass front. Frame can be hung anywhere and tables easily read thru glass. Size 12½x13¼ inches. Order Form No. 3275 DRF. Price complete, \$2.00.

The six cards of this set may be obtained without box frame for \$1.00.

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Chicago, Ill.

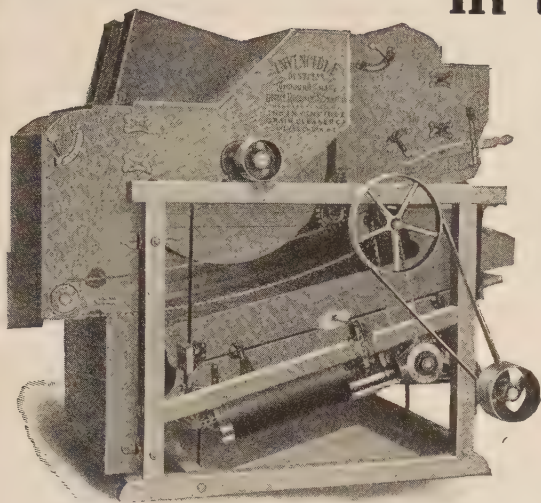
Grain Shipping Ledger

Form 24. An indexed shipping ledger for keeping a perfect record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10½x15½ inches, used double.

The book contains 100 double pages. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$4.00.

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Only One Way

to keep your business messages private and that is by using a grain code.

In selecting a code, you should avoid buying one so large you can't find what you want, or so small it don't cover the business.

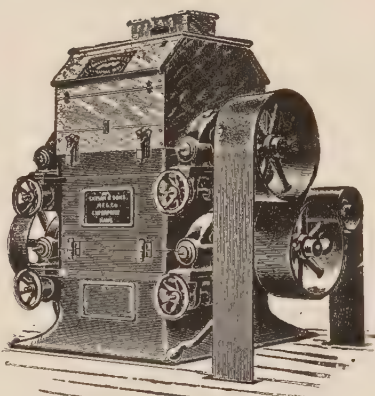
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Is just the code you need; a small book, 150 pages, containing 14,910 words covering your line of business and no two spelled near enough alike to cause an error. Three or four of these words will convey a long message that you would otherwise hesitate to send for fear of going into bankruptcy and no one would know their meaning without the code.

The price is only \$3.00.

Code words for the new U. S. wheat and corn grades are included.

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The elevator owner who installs a feed mill in his elevator puts himself in line for more profits. No other sideline is as profitable. Your farmer patrons must have feed for stock. Are you going to let them go to your competitor? Drop us a line asking for further particulars regarding a feed mill for your elevator.

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GRAIN SCALE BOOK

Form 23 is an indexed receiving book which is a little better than the ordinary. Each man's loads are entered on his page and a 28-page index in the front enables you to locate any account immediately. Each page is ruled and has column headings as follows: L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; and Amount.

The book contains 252 pages and a 28-page index in front of the best grade heavy ledger paper, bound in heavy board with cloth sides and red keratol back and corners. Size of page is 10 1/2 x 15 1/2.

Below is a letter received from one user which testifies as to the serviceability of this book:

Farmers Grain & Supply Co., Ensign, Kansas
Grain Dealers Journal, Chicago, Ill.

Feb. 19, 1921.

Gentlemen:—Please send us by parcel post one grain scale book form No. 23. This book is well made and stands up under the wear and tear of office routine.

Very truly, Farmers Grain & Supply Co.
(Signed) C. T. Jones, Mgr.

To obtain a copy of the best grain scale book printed, order Form 23. Weight 5 1/2 lbs. Price \$4.50.

GRAIN DEALERS JOURNAL
309 So. LaSalle St. Chicago, Ill

Have You Seed For Sale?

Do You Wish To Buy Seed?

See our "Seeds For Sale—
Want ed" Department
This Number

Receiving and Stock Book

Form 321 is designed for keeping a record of each kind of grain received at a country elevator in a separate column so that the buyer by adding up columns may quickly determine the number of bushels of each kind of grain on hand. Columns are also provided for date, name, gross, tare, net pounds, price, amount paid and remarks.

The book is printed on Linen Ledger paper, well bound with keratol back and corners. Each of its 160 pages is 9x12 inches, giving room for recording 3200 wagon loads. Weight 2 lbs. 5 oz. Price \$2.75.

Grain Dealers Journal 309 South La Salle St., Chicago, Ill.

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A Reduced Cost of Handling Grain

makes the Best Elevator obtainable a profitable investment.

Ask for Suggestions on Saving Material, Power and Labor, before completing plans for your new elevator.

30 Years Practical Experience

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GRAIN ELEVATORS MILLS - COAL POCKETS

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Years of experience in this line of work. Write and we will call and give you our proposition and estimate

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We furnish plans and estimates
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Write us about your requirements
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Write for Details of Our System

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We build Modern Fireproof Grain Elevators,
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Especially Designed for Economy
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Contractors, Designers and Builders of
Concrete or Wood Elevators
JOBBER IN MILL AND ELEVATOR SUPPLIES

DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES
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Modern Mills and
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Flour Mill and Elevator Machinery]
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SEND US YOUR INQUIRY

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GRAIN and COAL ELEVATORS

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MODERN GRAIN ELEVATORS
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Another Reliance Success

Elevators of our design and construction are the best endorsement of our work. We study your particular problems and build the elevator best adapted to your needs. Write us for further particulars.

Reliance Construction Co.

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CONE-SHAPE GRINDERS

It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." R. W. Watt, Jacobburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue. GI

N. P. BOWSER CO., SOUTH BEND, IND.

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If so our engineering department is at your service. Our record is written in 1200 successful plants. Write us your requirements.

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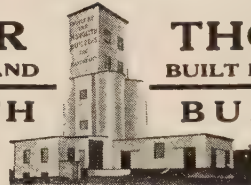
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Contracts and Builds
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We can furnish and install equipment in old or new elevators, guaranteeing greater capacity with less power, and positive Non-Chokable working leg.
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Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt
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parties. Has automatic valve and
fine sponge.

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For Accurate Moisture Tests
use our Grain Dealers' Air
Tight Cans for forwarding
your grain samples.

ST. LOUIS PAPER CAN & TUBE CO.
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Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net	

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the outer side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight. 4 lbs.

Grain Dealers Journal

309 So. La Salle St. Chicago, Ill.

The Most Modern Elevator in the World



This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

Four Stewart Link-Belt Grain Car Unloaders

See them in operation and be convinced of their great saving in labor cost.

James Stewart & Co., Inc.

Designers and Builders
GRAIN ELEVATORS
In All Parts of the World

Grain Elevator Dept., W. R. Sinks, Manager
1210 Fisher Building, Chicago, Ill.

"We have built for many of your friends. Eventually we will build for you. Why not now?"

GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT

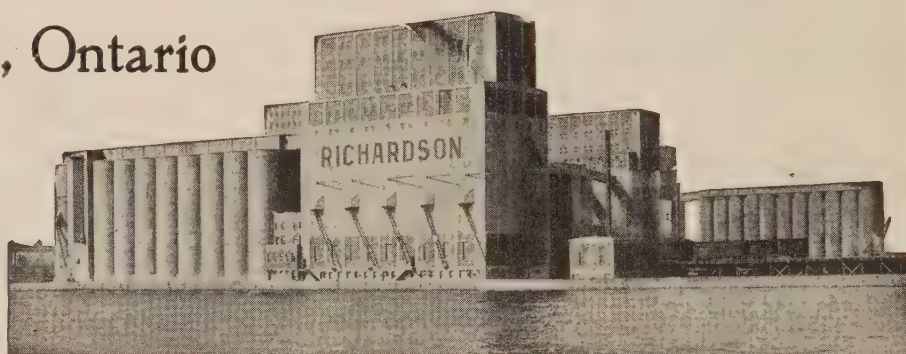
Port Arthur, Ontario

FOR

The Grain Growers' Grain Company
Limited.
The Saskatchewan Co-operative Elevator
Co., Limited.
The James Richardson & Sons, Limited.

THE BARNETT-McQUEEN COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS
Offices: Fort William, Ont., Duluth, Minn.
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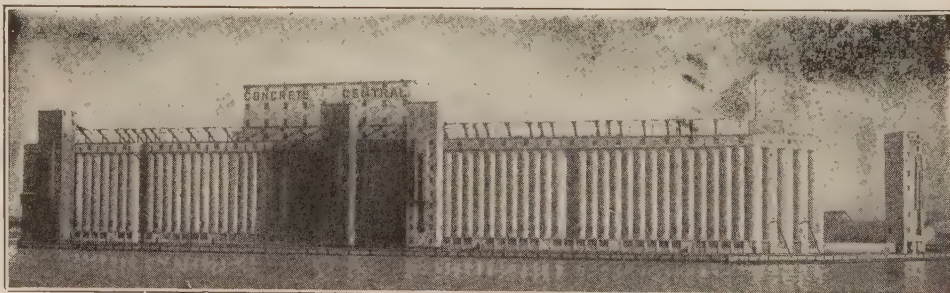


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assure you economical design,
first class work,
efficient operation.

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Concrete Central Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

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Pennsylvania Railroad Co.'s Terminal
Elevator at Erie, Pa. 1,250,000 storage
capacity, with marine leg, 25,000 bu. re-
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John S. Metcalf Co.

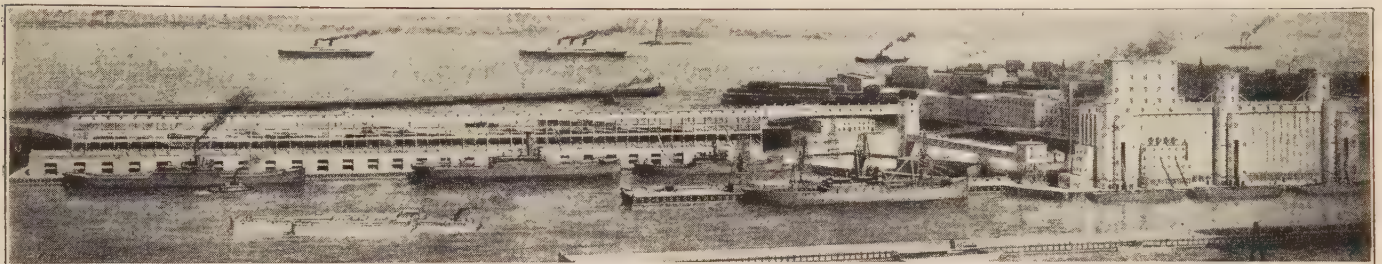
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\$148,345.00 saved by the State of New York in placing contract for this structure with us.
ADVANCED METHODS—INTENSIVELY DEVELOPED ORGANIZATION—MADE THIS POSSIBLE

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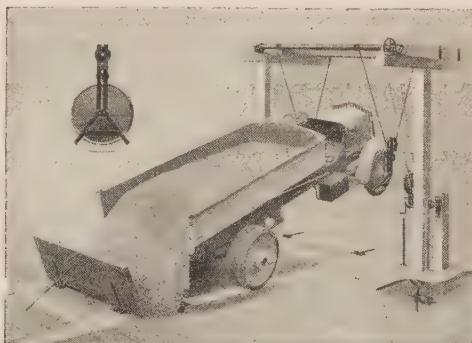
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The Southeast's Foremost ELEVATOR BUILDERS
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Simple
Durable
Practical
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L. J. McMILLIN, 525 BOARD OF TRADE, INDIANAPOLIS, INDIANA
Designer and Builder of Grain Elevators

Put Your Name

where every progressive
grain dealer will see it
and keep it there.

THAT IS IN THE

Grain Dealers Journal
OF CHICAGO

OUR advertisers are helping us to improve Grain Trade
conditions. SHOW YOUR APPRECIATION, Mention G. D. J.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion.

ELEVATORS FOR SALE.

SOUTHERN MICHIGAN—Line of country grain elevators for sale. Box 64, Scotts, Mich.

OHIO—Two elevators in Dunkirk, Ohio, for sale; no competition. Address Cornelius Friedley, Dunkirk, Ohio.

MISSOURI—10,000 bus. elevator, equipped for handling wheat and corn, in good territory; sell or trade for land. Address 48A9, Grain Dealers Journal, Chicago, Ill.

GOOD TIME TO BUY.

Four grain houses, lumber yards in connection; Wisconsin; no competition. Address 47Y5, Grain Dealers Journal, Chicago, Ill.

SOUTHERN INDIANA—15,000-bushel cribbed elevator on private ground in County Seat town for sale. Good grain, flour and feed business. Address A. H. Richner, Crawfordsville, Ind.

KANSAS—40,000 bu. elevator; coal and mfg. feeds; corn and wheat territory, in eastern part of state; splendid railroad facilities; good school town. Address 47Y6, Grain Dealers Journal, Chicago, Ill.

WESTERN IOWA—TWO elevators at adjoining stations handling grain, coal and feed. One man can handle both with helper. Both modern equipment, and big grain stations. Address 46M7, Grain Dealers Journal, Chicago, Ill.

MISSOURI—15,000 bu. elevator for sale on Wabash R. R., in good territory; electrically operated; only elevator here; carry all side lines; doing good business. Want to retire. Address 47X16, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE—If you do not find the elevator you want advertised, place your wants in the "ELEVATORS WANTED" section and you will receive full particulars regarding many desirable properties not yet advertised.

MICHIGAN—20,000 bushel elevator for sale; also coal, lumber and feed business attached. Will sell separately if desired. Good buildings and offices; good farming community. Price reasonable. Onondaga Co-operative Association, Onondaga, Michigan.

OKLAHOMA—Modern, up-to-date, cribbed country elevator for sale, with mill buildings and warehouse in connection, on Frisco lines in Oklahoma in a community that raises strictly wheat. Has big trackage, several lots, and best location in town. Address Hunter Mill Co., Hunter, Okla., for price and information.

ILLINOIS 20,000-bu. capacity elevator, located on C. B. & Q. R.R., for sale. Good coal and feed business in connection, with new feed house and coal storage. Elevator in fine condition and equipped with electric power, 2 dumps, 2 scales. Exceptionally fine location. Only elevator in town. Priced right. Address 47S15, Grain Dealers Journal, Chicago, Ill.

ON AND AFTER January 12, 1922, I will receive bids for the sale of four elevators, located at Roanoke, Mardenis, Simpson and Marble, in Huntington County, Indiana, located in good farming community.

E. P. Beaver, Receiver,
Mardenis Equity Exchange,
Huntington, Indiana, R. R. No. 3.

ELEVATORS FOR SALE.

20,000 bushel elevator for sale; large territory to draw from; good crops. Henry Hafner, Menno, So. Dak.

TWO ELEVATORS for sale, with good side lines, on main line railroad. Address 48A7, Grain Dealers Journal, Chicago, Ill.

NEBRASKA elevator, new, in good southeastern town, for sale at once; best grain county of state. Address Elevator, 2010 Farnam street, Omaha, Nebr.

NORTHWEST MISSOURI—Modern 10,000 bu. elevator for sale; good business, good town; no other elevator. \$7,000.00. Address 47Z12, Grain Dealers Journal, Chicago, Ill.

SOUTHWESTERN IOWA—Three elevators and loading station. Fine territory; no competition. Good opportunity. Address 47X14, Grain Dealers Journal, Chicago, Ill.

SOUTHERN OKLAHOMA elevator for sale. Priced right if taken at once. Good coal business; large territory. Write for particulars. 47Y29, Grain Dealers Journal, Chicago.

IOWA—THREE elevators in north central Iowa for sale. All doing good business and in excellent territory. Price right. Write quick. Address 46M4, Grain Dealers Journal, Chicago.

CENTRAL INDIANA elevator and coal business for sale. Elev. 20,000 bu. cap.; 5,000 ton coal business; splendid coal sheds. Have to make change on account of health. Address 47Z17, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—20,000 bu. elevator for sale; handles from 150,000 to 240,000 bu. annually; electrically operated; concrete engine house, roomy office, large corncrib for ear corn; price \$6,500. Address 47Z11, Grain Dealers Journal, Chicago, Ill.

OKLAHOMA—Well equipped mill and elevator in good eastern Oklahoma town of 4,000 for sale. A splendid investment opportunity on small capital. Suitable for general grain business, feed and chop grinding, milling, etc. A. W. Orr, 320 Glover Bldg., Kansas City, Mo.

INDIANA 10,000 bushel electric power elevator for sale; will handle 125,000 bu. grain, \$25,000 retail and \$2,500 grinding a year; in town of 400 people; no competition in this town; nearest elevator 6 miles. Best of reasons for selling. This is a money maker. Address 47Z4, Grain Dealers Journal, Chicago, Ill.

OREGON—45,000 bu. elevator for sale, built in 1918; 2 warehouses of 25,000 bu. cap. each; handled 120,000 bu. grain last year; no other elevator for 12 miles; located in heart of an irrigation district; good location for side lines. Will sell outright or ½ interest to responsible party and pay him ½ salary to run it. Address 48A14, Grain Dealers Journal, Chicago.

BARGAIN IF TAKEN AT ONCE:—Someone's always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property; to enlarge your present interests, or embark in the grain business USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

ELEVATOR FOR SALE OR RENT.

MINNESOTA elevator of 25,000 bushels capacity for sale or rent. Located on C. M. & St. P. Ry. Coal and Feed business in connection. Address J. J. Dobie, Mapleton, Minn.

ELEVATORS WANTED.

WILL BUY a well located elevator in the Northwest; might consider other sections. Address 48A2, Grain Dealers Journal, Chicago.

TO EXCHANGE—Equity in well-improved 100 acre farm in Wayne Co., Iowa, for good country elevator. State value of elevator and capacity. Address 47V28, Grain Dealers Journal, Chicago, Ill.

HAVE store building and residence combined in a good eastern Kansas town that I desire to trade for elevator at some good point. Building has just been replastered and is in good condition. Address 47Z15, Grain Dealers Journal, Chicago, Ill.

WANT ELEVATOR in hard wheat belt of Kansas or Oklahoma, or will buy working interest with active management. Give full particulars in first letter, names of competitors, bushels handled by station annually and your house, and full description of the plant. Must be cheap. Address 48A11, Grain Dealers Journal, Chicago, Ill.

ELEVATOR BROKERS.

WRITE G. A. HIRSH, Rossburg, Ohio, if you want to buy or sell an elevator.

JOHN A. RICE **ELMER N. SMITH**
Elevator Brokers, Frankfort, Indiana.

WANT TO HEAR from owner having elevator or other business for sale. State cash price and particulars. John J. Black, 57th St., Chippewa Falls, Wisconsin.

ELEVATORS.

If you want to buy or sell an elevator write Olson Brokerage Co., Oklahoma City, Okla.

CLAYBAUGH-McCOMAS Offices

Frankfort, Ind. Indianapolis, Ind.
223 B. of T. Bldg. 601 Board of Trade.
If you want to buy, sell or trade an elevator write us at either address.

ALWAYS HAVE ELEVATORS For Sale in the Grain Belt of Illinois and Eastern Indiana. If you are in the market write me fully and I will try to satisfy you.

JAMES M. MAGUIRE,
432 Postal Tel. Bldg., Chicago, Ill.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

MILLS FOR SALE.

IOWA—100 barrel flour and feed mill in Buf-falo Center for sale; will sell cheap if taken soon; only mill in county. Write Wm. Emry, Route 1, Millston, Wis.

FLOUR MILL for sale, equipped, capacity 75 bbls. per day; corn and rye, 500 bushels per day; lake, rail shipment. Price \$18,500. Write Industrial Locating Agency & Loan Co., 1619 Ashland Block, Chicago.

MILL FOR SALE.

NOTICE.

In pursuance of an order of the United States District Court, Southern District of Ohio, Eastern Division, I will sell on February 15th, 1922, at 2:00 p. m., the following real and personal property of the Krumm Milling Company, a bankrupt, and

Being a 100 bbl. flour mill, electric power, with flour blending plant, capable of grinding and blending 200 bbls., situated five miles east of Columbus, Ohio, on East Broad street, and located on two acres of ground, including machinery, benefit of railroad switch, scales, store room. Appraised \$15,588.25, as follows:

1 50 h.p. General Electric Motor.....	\$ 525.00
1 Thos. McFeeley Middlings Granulator	60.00
1 60 bu. per hr. Richardson Automatic Grain Scales	262.50
1 1000 lb. Fairbanks Platform Scale..	15.00
1 500 lb. Fairbanks Platform Scale..	18.50
1 Smith Exact Weight Scale	56.25
1 60 bu. Fairbanks Hopper	75.00
1 5 ton Howe Wagon Scale	150.00
1 S. Howe Silvercreek Flour Packer..	112.50
1 S. Howe Silvercreek Flour Packer..	75.00
5 Double Stands Case Roller Mills....	1,237.50
1 Thos. McFeeley Middlings Mill	112.50
1 Columbia Feed Governor	18.50
1 Invincible Grain Scourer	112.50
2 Thos. McFeeley Dustless Purifiers ..	300.00
2 Case Centrifugal Reels	112.50
1 Suction Fan	56.25
1 Perfection Dust Collector	56.25
3 Draver Feeders	112.50
2 Perfection Dust Collectors—1 @ \$225.00, 1 @ \$56.25	281.25
1 Eureka Double Grain Scourer	175.00
1 Eureka Dustless Receiving Separator ..	175.00
1 Monitor Dustless Receiving Separator ..	18.50
2 Thos. McFeeley Oscillators	750.00
2 Thos. McFeeley Middlings Granulators—1 @ \$60.00, 1 @ \$30.00.....	90.00
2 Case Flour Dressers	225.00
1 Alsop Bleacher	262.50
1 Thos. McFeeley Bran Finisher....	83.75
2 Large Hand Flour Barrel Trucks..	18.00
6 Small Hand Flour Barrel Trucks..	36.00
19 Stands Elevators Complete & Spouting	1,150.00
Shafting and Pulleys	750.00
Belting	525.00
Property on which mill is situated, consisting of 2 acres on E. Broad st., Columbus, Ohio, including buildings thereon	7,600.00
Total	\$15,588.25

Also at the same time and place for cash:

1 Used Gram Bernstein Truck, appraised at	\$ 400.00
1 Used Ford Coupe, appraised at....	375.00
	\$ 775.00

Also an undivided one-eighth interest in about eighty-eight acres of land in Truro Township, Franklin County, Ohio, subject to the life estate of Mary Krumm

Said property will be sold to the highest bidder, subject to the approval of the Court. Terms of sale—Cash. Sale will take place at mill property. For further information see or write

Donald M. Hamilton, Trustee,
327 Citizens Bank Bldg.,
Columbus, Ohio.
Ralph E. Westfall and
Arthur S. Burket,
Attorneys for Trustee.

BUSINESS OPPORTUNITIES.

ANSWERS—When the first ring of the door bell is not answered, don't conclude that the folks are not at home.

EXPERIENCED GRAIN EXPORT man familiar trade tributary Gulf, wishes work joint account or salary. Address Y33, Grain Dealers Journal, Chicago.

PART INTEREST for sale in well established firm engaged in the construction of concrete elevators. For particulars address 47V30, Grain Dealers Journal, Chicago, Ill.

HAVE a new patent Compressed Air Dump, the latest out; would sell for some cash and royalty. Address P. W. Mann, care T. E. Iberson, 300 Corn Exchange, Minneapolis, Minn.

FOR SALE—Good grain business on the Missouri River, with Board of Trade membership and interests in country elevators. A good proposition. Requires \$9,000.00. Address 47Z13, Grain Dealers Journal, Chicago, Ill.

RETAIL FLOUR, Feed & Ice business for sale; no competition; storage on tracks; retail house center of town; located in Osage Nation, Oklahoma. Steady oil production; many wells yet to be drilled. Price \$4,000.00. Address T. F. Jameson, 509 W. 3rd st., Coffeyville, Kans.

INVESTMENT WANTED? If you are desirous of securing more capital for the extension of your business, or if you have money to invest in the grain business, make your wants known in the "Business Opportunities" columns of the Grain Dealers Journal, Chicago.

ONE-HALF INTEREST in Indiana elevator and feed business for sale; can give best of reasons for selling and show you one of the best paying grain and feed businesses in this state. If you are looking for a grain and feed business it will pay you to investigate this. Address 47Z3, Grain Dealers Journal, Chicago.

OLD ESTABLISHED FEED BUSINESS in large eastern Pennsylvania city for sale, doing big local business. Complete milling and mixing equipment. Private Ry. siding and milling-in-transit facilities available. Big opportunity. Would make an ideal eastern branch for large concern. Address 47Z20, Grain Dealers Journal, Chicago, Ill.

S. W. COLORADO—A third or fourth interest in a thriving mill and elevator business for sale. Plant located in one of the best grain sections of the state. An experienced grain man who is a hustler will find this an unusual opportunity. Books open for inspection. Small amount will handle. References exchanged. Address 48A17, Grain Dealers Journal, Chicago, Ill.

WE OWN and operate a line of country grain elevators and are now contemplating building a mill and elevator, centrally located to these stations, to do milling and mixing of feeds, etc. We want a live man, who has had experience in this line of work and who can invest at least \$25,000.00 in the company, to take charge of the mill and milling. Address 48A18, Grain Dealers Journal, Chicago, Ill.

BUSINESS OPPORTUNITY WANTED.

EXPERIENCED LIVE WIRE grain man, age 39, wants opportunity to buy interest in financially sound flour mill in good locality. Desire privilege of taking position in mill several months before investing to assure mutual satisfaction. Best references given and required. Address 48A19, Grain Dealers Journal, Chicago, Illinois.

OFFICE APPLIANCES.

PROCTOGRAPH for sale; never used; good as new. A. J. Scheer, Wildrose, N. D.

SAFES—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

9 column visible Adding and Listing Machine, cost \$375.00, perfect working order; will take \$75.00 spot cash or a liberty bond and balance cash. Reliable Seed Co., Salina, Kansas.

PARTNERS WANTED.

WANTED: A competent and reliable partner. Can you fill the bill? Make your qualifications known thru the columns of the Journal.

ONE-HALF INTEREST in Indiana elevator and feed business for sale; can give best of reasons for selling and show you one of the best paying grain and feed businesses in this state. If you are looking for a grain and feed business it will pay you to investigate this. Address 47Z2, Grain Dealers Journal, Chicago.

ADDRESS WANTED.

DESIRE TO KNOW present address of L. D. Mitchell, formerly of Paris, Ky. Address 47Y3, Grain Dealers Journal, Chicago, Ill.

BAGS—BAGGING—BURLAP.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheetting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago.

OIL AND GAS ENGINES.

GASOLINE AND OIL ENGINES of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

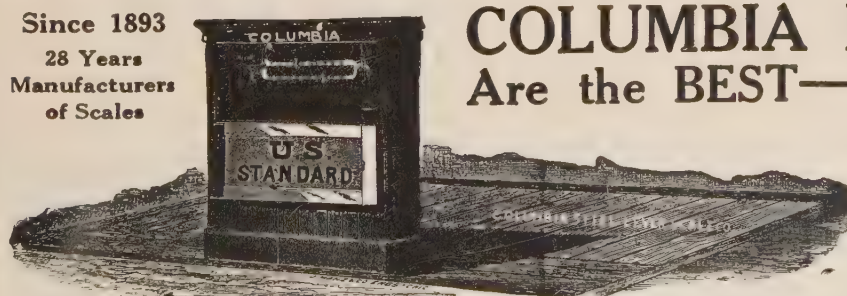
LAMBERT GASOLINE ENGINE, 20 h.p., kerosene attachment with it; engine is in good condition and running every day; too small for our use. Price \$100 f. o. b. cars Jolietville, Ind. Goodrich Bros. Hay & Grain Co., Winchester, Ind.

MACHINES WANTED.

FEED GRINDER wanted; good second-hand, single disc; motor driven preferred. Motor must be two phase A. C. Humphrey Bros., Normal, Ill.

WANTED to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

Since 1893
28 Years
Manufacturers
of Scales



COLUMBIA MOTOR TRUCK SCALES Are the BEST—"SAVE REPAIR BILLS"

Because they are easy to build, simple in construction, well made and retain their accuracy longer than any scale on the market. COLUMBIA SCALES are being used by practically every feed, coal, ice and material dealer in Chicago. THERE MUST BE A GOOD REASON.

COLUMBIA SCALE COMPANY

F. Beuckman & Son, Props.

CHICAGO, ILLINOIS

Telephone Albany 4
2437-43 N. Crawford Avenue

Save money and send for list of our guaranteed rebuilt scales. All makes and capacities. Tell us what you want. Let us repair your scales—any make. We also carry parts. Finest equipment for scale work in Chicago.

MACHINES FOR SALE.

FULL EQUIPMENT for elevator for sale—gas engine, cleaners, shafting and pulleys. Address Box 198, Cicero, Ind.

BOSS CAR LOADERS for sale; several No. 8; good as new; complete, ready to install. Address A. H. Richner, Crawfordsville, Ind.

ATTRITION MILL for sale; new, electric; never installed account selling elvtr. after mill bought. Kinsey Bros., No. Manchester, Ind.

DO YOU WANT A MACHINE that is not advertised here? Make your wants known in the "Wanted" columns. Someone has the machine you want, but has not started advertising it for sale in the Grain Dealers Journal.

DURABLE WIRE ROPE for sale, for car shovels; cast or plow steel. Manila rope, buckets and everything in elevator supplies. **PULLEYS**—1,000—for sale. ALL sizes, solid cast iron, wood and steel split. Standard Mill Supply Co., Kansas City, Mo.

MACHINERY BARGAINS.

Among the items of used machinery that we have in stock are the following:

- 1 S. Howes Electric Small Package Packer.
- 1 Climax B No. 2 Bran Duster.

Write us for prices on used machinery and equipment. L. R. Veatch, 418 Prudential Bldg., Buffalo, N. Y.

FOR SALE.

- Used Midgets, all sizes
- Corn Rolls, all sizes
- 10 Receiving Separators
- 2 Williams Ball Bearing Grinders & Pulverizers
- 6 Corn Shellers
- 5 Oil Engines

H. C. Davis, Bonner Springs, Kansas.

- 1 Midget Marvel Mill—40 bbl.
- 1 3 Pair High Rolls (9"x18") Corn Mill.
- 1 Bran Duster.
- 1 Double Wheat Scourer—Silver Creek.
- 1 Wheat Warehouse Separator—Silver Creek.
- 1 Atlas Boiler (52"x14").
- 1 Atlas Engine (10"x16").

These engines in first class condition. Busenbark Grain Co., Crawfordsville, Indiana.

REAL BARGAINS.

Prompt Attention. **Quick Shipments.**

When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses, stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

Geo. J. Noth, Mgr.,

9 S. Clinton St. Chicago, Ill.

DYNAMOS—MOTORS.

FAIRBANKS MORSE 25 h.p. Motor for sale, with starter; 1200 r.p.m., A.C. current, 220 v., 60 cycle. Address 48A23, Grain Dealers Journal, Chicago, Ill.

DYNAMOS AND MOTORS WANTED—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

HELP WANTED.

EXPERIENCED young man wanted for manager cash grain office; commission basis. Location good central Illinois town. Address 48A22, Grain Dealers Journal, Chicago, Ill.

SITUATIONS WANTED.

POSITION as helper in elevator wanted by young man with 6 years' experience. Address 48A5, Grain Dealers Journal, Chicago, Ill.

WANTED—Position by an experienced grain man in a well located farmers elevator after March 8th. None but an A1 place accepted. Address 48A3, Grain Dealers Journal, Chicago.

POSITION as manager and buyer for country elevator wanted; 20 years' experience; good mixer and can get the business. Address 48A15, Grain Dealers Journal, Chicago, Ill.

SEEDS FOR SALE—WANTED

FOR SALE—Any quantity and quality of Seed you want to purchase. If you don't find what you want in the "Seeds For Sale" section, advertise for it.

COW PEAS AND SOYA BEANS.

Write for special price list.

Hickory Seed Co.,

Hickory, N. C.

GOLDEN BANTAM, Golden Giant, Peep-O-Day sweet corn, North Dakota grown Brome and Rye grass. Ask for price. Simmons Seed Co., Moorhead, Minn.

THE BEST dependable varieties of seed corn and seed oats for sale, in any quantity, carload or less. Write for prices.

Square Deal Seed Farm,

Allen Joslin, Prop.,

Holstein, Iowa.

BARGAIN SALE ON SHELF-WORN BOOKS.

These books are slightly soiled and shelf worn. To clear out these books promptly we are offering them at greatly reduced prices.

One No. 4, Grain Storage Receipts. This book contains 47 blanks for storing grain and 47 stubs for recording the amount stored. Order Form 04. Price 35 cents.

One No. 3SN, Shipping Notices. This book is exactly the same as those above, but covers are marked from being used as printer's copy. Order Form 39SN. Price 40 cents.

Two No. 222Co, Orders for Cars. These books contain 50 blanks in duplicate for ordering cars in writing from station agent. Carbon copy enables you to keep record of cars ordered. Books are worn from salesman's usage. Order Form 222Co. Price 40 cents each.

Two No. 3SN, Shipping Notices. These books contain 50 shipping notices in duplicate with two sheets of carbon. Fill one and send with each bill of lading and help your receiver handle your cars correctly. Above books are soiled and shelf worn. Order Form 03SN. Price 50 cents each.

One Clark's Grain Tables, for wagon loads, reduces pounds to bushels from 100 to 4090 lbs. at the following weights per bu.: 32, 33, 35, 45, 48, 50, 56, 60, 70, 72, 75 and 80. All the tables are contained in one book. Order Form 8032 S. W. Price 40 cents.

One No. 89SWC, Shippers Certificate of Weight. This form is to be filled in by shipper and certifies that he loaded the car with whatever weight he put into it. On back of each certificate is space for recording the weight of each draught. 75 blanks in duplicate in book, with three sheets of carbon. Book is slightly worn. Order Form 899SWC. Price 70 cents.

Three No. 6CB, Purchase and Sale Confirmation Blanks. These books contain 50 confirmation blanks in triplicate and three sheets of dual faced carbon. Fill in all particulars of your agreement, send two copies of it to the other party. He signs and returns one and keeps the other, thus having a perfect understanding regarding the deal. These books are shelf worn from being used as samples. Order Form 06CB. Price 60 cents each.

GRAIN DEALERS JOURNAL.

309 South La Salle St., Chicago, Ill.

Crabbs Reynolds Taylor Company

CRAWFORDSVILLE, INDIANA

Buyers and Sellers
CLOVER AND TIMOTHY SEED—GRAIN

COW PEAS

Agricultural Seed Company

Representing 57 Years'
Continuous Seed Service

Main and O'Fallon Sts. ST. LOUIS, MO.

The Mangelsdorf Seed Co.

**Sweet Clover, Alfalfa,
Soudan Grass, Millet, Rape.**

ATCHISON KANSAS

Field and Grass Seed Trade Directory**ARNHEM, HOLLAND.**

Wm. E. Busgers & Co., European fancy natural gr. sds.

ATCHISON, KANS.

Mangelsdorf Seed Co., The, wholesale seeds.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale seed merchants.

BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds.
Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Dickinson Co., The, Albert, seeds.
Illinois Seed Co., The, grass and field seeds.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

COUNCIL BLUFFS, IOWA.

Ouren Seed Co., wholesale seeds and grain.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.
Crawfordsville Seed Co., seed merchants.

ELKHART, KANS.

Muncy & Carson, grain and seeds.

KANSAS CITY, MO.

Peppard Seed Co., J. G., wholesale seeds.
Tobin Seed Co., alfalfa—bluegrass.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain and field seeds.
Louisville Seed Co., clover and grasses.

MERIDIAN, MISS.

Kimbrough Mitchell Seed Co., Southern seeds.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
North American Seed Co., wholesale grass & field seeds.

MINNEAPOLIS, MINN.

Dickinson Co., The, Albert, seeds.

NEW YORK, N. Y.

Julius Loewith, Inc., grass and field seeds.
Nungesser-Dickinson Seed Co., wholesale seed merchants.

PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.

ST. JOSEPH, MO.

Mitchell Seed Co., clover, grasses, sorghums.

ST. LOUIS, MO.

Agricultural Seed Co., cow peas.
Mangelsdorf, Ed. F. & Bro., wholesale field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

SIoux FALLS, S. D.

North Western Seed Co., wholesale field seeds.

TOLEDO, OHIO.

Churchill Grain & Seed Co., field seed, popcorn.
Flower Co., The S. W., seed merchants.
Hirsch, Henry, wholesale field seed.
Toledo Field Seed Co., The, clover, timothy.

HAY WANTED.

SEEDS FOR SALE—WANTED

IMPORTERS EXPORTERS
GRASS and CLOVER SEED
 Buyers and Sellers of Timothy, Red Clover, Alsike, Alfalfa, White Clover, etc.
NUNGESSER-DICKINSON SEED CO.
 New York, N. Y., U. S. A.

LOUISVILLE SEED COMPANY
 INCORPORATED
 LOUISVILLE, KY.
 Headquarters for
RED TOP AND ORCHARD GRASS
 BUYERS AND SELLERS
 OF ALL VARIETIES FIELD SEEDS

The S. W. Flower Co.
 WHOLESALE
FIELD SEED
 MERCHANTS
 SPECIALTIES
 RED CLOVER, TIMOTHY
 ALSIKE
TOLEDO
 OHIO

WHITNEY-ECKSTEIN SEED CO.
 Wholesale Seed Merchants
BUFFALO, N. Y.
 CORRESPONDENCE INVITED

The Stanford Seed Company, Inc.
 Wholesale Field Seeds :: **BUFFALO, N. Y.**

THE ILLINOIS SEED CO.
 CHICAGO, ILL.
 WE BUY AND SELL
Field Seeds
 Ask for Prices
 Mail Samples for Bids

HEADQUARTERS
 on all
 Imported
 Clover
 Grass and Field
SEEDS

Julius Loewith, Inc.
 150 Nassau Street New York, N. Y.
 (Formerly Loewith, Larsen & Co.)

COURTEEN SEED CO. Milwaukee, Wisconsin
 Clover, Timothy, Grass Seed
 Grain Bags

The J. M. McCullough's Sons Co.
 BUYERS—SELLERS
 Field and Garden Seeds
 CINCINNATI - - OHIO

Missouri Grown Blue Grass
 Kansas Grown Alfalfa, New Crop
 We are now prepared to accept orders for both
TOBIN SEED CO.
 KANSAS CITY, MO.

North American Seed Co.
 WHOLESALE GRASS & FIELD SEEDS
 Milwaukee, Wisc.
 "THE HOUSE OF QUALITY"

HENRY HIRSCH
 WHOLESALE FIELD SEEDS
 CLOVER—ALSIKE—TIMOTHY—ALFALFA
 Our Specialty
 All Other Field Seeds
TOLEDO - - OHIO

CRAWFORDSVILLE SEED COMPANY
 CRAWFORDSVILLE, INDIANA
 We are in the market for Red Clover. We can use seed mixed with Buckhorn. Mail samples with lowest prices.
 Members Wholesale Grass Seed Dealers' Association.

Council Bluffs Seed Co.
SEED CORN--NOTHING ELSE
 Standard Iowa and Nebraska
 Varieties. Ensilage
 Council Bluffs Iowa

The Toledo Field Seed Co.
 Clover and Timothy Seed
 Consignments solicited Send us your samples
TOLEDO, OHIO



SEED

We Buy and Sell all Varieties of Grass and Field Seeds

The Albert Dickinson Co.
 MINNEAPOLIS CHICAGO

I DO NOT WANT to miss a single copy of the Journal.—F. W. Borin, Angus, Neb.

Let the Bird Scale Protect Your Weights

The common objections to accepting your weights are eliminated by the mechanical design and weighing system of the BIRD Scale.

It is independent of out of level conditions, it is independent of clean or chaffy, dry or damp, light or heavy grain. Even corn on cobs can be weighed over it. It is independent of the man, of his mistakes, his carelessness or his mechanical inexperience. It is self-operating insofar as self-operating scales have proven practical in giving accurate and indisputable weights.

The BIRD Scale requires less attention than any other scale, if operated according to Interstate Commerce Commission specifications.

Approved by Weight Authorities

Not only elevator operators who have had experience with all scales acknowledge the BIRD SCALE superior to them all as a shipping scale, but also official scale inspectors, weighmasters and even claim agents pronounce the BIRD Scale a better and more positive weighing system than the ordinary automatic scales.

The reason is: The BIRD Scale, being suspended from the structure is not affected by settlement of the elevator. Heat or cold cannot influence its weighing because of contraction or expansion of steel-yard rod. Self-locking system

makes it impossible to operate the scale wrong. Weighing is positive and guaranteed to be accurate. Hopper capacity of 3000 pounds makes few drafts to a car.

The BIRD Scale is the only grain weighing device that automatically makes a complete reproduction in triplicate of the exact weight to the pound as shown by the beam at each draft.

Let us give you all the facts about this scale, let us show you the actual records of its performance and official tests, let us talk it over anyway.

Write for complete catalog.

THE STRONG - SCOTT MFG. CO.
"EVERYTHING FOR EVERY MILL AND ELEVATOR"
MINNEAPOLIS GREAT FALLS



BIRD SCALE

GRAIN DEALERS JOURNAL

309 So. LaSalle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; two years, \$3.60; three years, \$5.00; single copy, 15c.

To Foreign Countries within the Postal Union, Canada and Mexico, prepaid, \$2.75.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, JANUARY 10, 1922

LET the friends of winter wheat in the Southwest cheer up. It always rains after a long dry spell.

WAR TAX on freight charges? She's gone! And every grain dealer hopes there is no return coupon attached to her ticket.

WOOD must be cheap in Washington, D. C. There they have a superabundance of bureaus, boards, planks, platforms, blocs—and block-heads.

PERHAPS the American grain that is being given to starving Russia will contain some grains of American common sense that the Russians will be able to assimilate.

THE AGITATORS' demand for legislation establishing the price of wheat at \$2.50 per bushel has not yet been granted, but the Agricultural bloc has not yet considered it.

A COB BURNER at the elevator adds a fire hazard that must be taken into consideration. A spout that will not communicate fire to the elevator is described in "Letters", this number.

LETTERS showing extortion of railroads in the matter of rentals, published elsewhere in this number, are just a beginning. Many others will appear in following numbers. Let us hear from you.

NO DOUBT the Farm Bureau Federation would be pleased to secure the return of \$200,000 advanced to the U. S. G. G. Inc. for promotional expenses. Anyone returning the loan to owner will merit a liberal reward.

THE MAN who understands the freight rate situation lives ten miles up the creek. Rather, he did live there. They took him away yesterday, strapped to a board, to keep him from braining the dog with a freight reduction he could not comprehend.

ELEVATOR owners will profit directly by taking every known precaution to protect their plants against fire and their workmen against accidents. A few ounces of real prevention are preferable to tons of relief furnished by insurance companies, but both are needed.

THE CROP REPORT issued by the government in the closing days of December increased the estimate of the wheat crops of 1919, 1920 and 1921. But it did not increase the actual quantity of wheat produced in either year; and flour is made from wheat, not estimates.

FIELD SEED merchants have suffered much from business conditions in the past year or so, but almost without exception they are making preparations for a big trade in the future. They are *not* discouraged. May the seed of hopefulness they are sowing produce a thousand fold, bringing forth plants of prosperity that will encompass the whole earth.

REDUCED FREIGHT RATES and freight bills free from war taxes give every grain shipper encouragement to look for even better business conditions, and it should also encourage them to persist in their demand for other reductions in railroad wages and freight rates, so they can market the farmers' products without the necessity of forwarding additional money to defray the expenses of marketing.

YOU BELIEVE in the limitation of all destructive agencies, but tell us—did you scrap that oversupply of pessimism which you were augmenting each day of the dying year? If not, let us suggest that you take it out behind the elevator and bury it. Start the new year with a rosy view of its wonderful possibilities. Let us get right by thinking right and acting every day as though we believed in better business for the future.

DEALERS who handle grain sorghums, sudan grass seed, cane seed, and several kinds of feedstuffs recognized as coarse grain products will be pleased by the decision of the Interstate Commerce Commission making the corn freight rates applicable on these commodities. It is a recognition of the need for a return all along the line to the standard of relationships that long experience in normal times has proven reasonable and just.

OVER ENTHUSIASTIC agitators of Canada who sought to secure the cooperation of all wheat surplus countries in the organization of a wheat marketing pool have met with so much ridicule and scorn that the leaders have abandoned the wheat pool idea. The majority of the wheat eaters of the world are not producers of wheat and would very likely resent vigorously any governmental attempt to boost the price of bread. The only equitable way to establish the value of wheat is to depend upon supply and demand in the markets of the world. Then the interests of both producer and consumer receive fair consideration.

GRAIN DEALERS who fail to take advantage of every opportunity to enlighten the farmers on the greedy schemes promulgated by the various gangs of agitators for bleeding the farmer must expect to be misrepresented and maligned to the great disadvantage of both themselves and the farmers. Many problems connected with the marketing of grain can be explained to producers and thus arm them against the delusions of the \$16,000 a year grafters.

FARMERS were warned recently of a gigantic conspiracy to betray them by none other than the greatest deceiver of all agitators, Senator LaFollette. He charges commercial interests with holding secret meetings with the farm agitators for the prime purpose of stringing the farmers; so it begins to look as though the producer must expect to be robbed by every gang of agitators promising to lead him out of each new barrage of highly colored difficulties.

NORTH DAKOTA'S state owned flour mill at Drake, during the first ten and one-half months of this year lost only \$21,712.00. The average loss on each barrel of flour marketed was only 76c, which must be considered a good record for a politically operated business of any kind. Some day our wild-eyed socialists may awaken to the fact that public business is nobody's business and is generally operated in the interest of the operators and in defiance of the interests of the tax-payers.

GRAIN DEALERS of Nebraska are striving to help the corn producers of the west by organizing local Cribbs of the Corn Eaters of America. To gain admission to this commendable organization one must pledge himself to eat corn in some form once every day. At a big corn banquet held in Lincoln last week 500 representatives from different towns of the state enjoyed a dinner at which nothing but corn dishes were served. If your farmer friends are not satisfied with the ruling price of corn, induce them to help in the organization of a local Crib and eat more corn.

SHIPMENTS OF GRAIN to Galveston during recent months have been delayed so much as to result in marked deterioration of many shipments, with the result that shippers have suffered serious losses because of buyers' persistence in settling on the basis of the last inspection. Shippers, of course, expect their grain to be unloaded promptly upon arrival and settled for on the basis of arrival grades and weights. Exporters, having experienced some difficulty in finding a market for all their purchases, have inordinately delayed the unloading of the grain and thereby forced the shipper to bear the risks of ownership much longer than he had anticipated and to pay interest on advances much longer than he expected. Galveston has suffered from congestion so many times during the past three years, the wonder is that shippers will longer sell grain to go to that terminal, because they have been forced to take a heavy loss on many consignments which were started forward with every prospect of netting a good profit. Shippers can protect themselves by refusing to sell for Galveston delivery except that immediate inspection and unloading is guaranteed.

MONTANA DEALERS seem to have encountered some embarrassment during recent months through the reckless practice of shipping out stored grain. To start with, no dealer who is primarily engaged in buying and selling grain for his own account can afford to store grain for others unless he has ample storage room for the accommodation of hoarding speculators as well as for the safe conduct of his own business. If producers insist upon speculating in their own products it will be far better for them to store them on the farm, out of sight, where they would not help to swell the visible supply or depress the market. Few country elevator men have succeeded in conducting a storage business either to their own advantage or profit. The dissatisfaction of many customers who insist on borrowing 90% of the grain's value without parting with title offsets all of the good will earned through storing for the few satisfied customers who are willing to take the market when ready to sell and pay a reasonable compensation for the storage room.

Private Wire Question to Be Settled.

Controversy seldom is beneficial to the parties engaged in it, and when the quarrel is dragged into the halls of Congress it is even harmful. Fortunately an expression of honest differences of opinion sometimes leads to a constructive effort and the trade should be glad to learn that the private wire committee of the Chicago Board of Trade is about to present a comprehensive report on the alleged evils of the wire institutions to the directors, embodying the constructive recommendations published elsewhere in this number of the Journal.

The private wire in its proper sphere is a good thing; but there are those who ride a good horse to death, and these would be curbed by the salutary regulations proposed by the special committee. The number of private wire offices that would be discontinued by enforcement of the new regulations will be practically nil. It is unlikely that any grain dealer in the country towns now enjoying the private wire information will be deprived of this facility.

The supervision proposed to be exercised can only be beneficial and when its full import is grasped will receive the endorsement of probably 95 per cent of the trade.

The size of the town is only one factor in considering the limitation of wire facilities; and the membership of the manager in the Board becomes unimportant in view of the fact that the committee will have power to request the heads of the wire systems to discharge managers guilty of excessive solicitation or of encouraging an incompetent clientele.

About the only criticism that can be offered is that the recommendations of the committee do not go far enough; but those who would have the Board do more must remember that the Board of Trade is subject to competition from other grain exchanges and easily could kill its own business by overdoing regulation. As a leading member of the committee once said: "You can not make the speculator speculate when you want him to." Burdensome restrictions have the same effect as a higher commission rate in the resulting inevitable shrinkage in the volume of business; and it is the volume of trade that has enabled the commission merchant to meet his overhead expense.

The Grain Trade in 1921.

Nineteen hundred twenty-one was a big year for grain dealers; big in more than one way.

In point of production it reached well up toward the high records of grain history, with 5,145,980,000 bus. of wheat, corn, oats, rye and barley in the United States crop. This was not quite as large as the production in 1920 or 1919, but when figures are so large, and when they are compared with the materially lower yields of years still further back, they represent a volume that is almost overwhelming.

Five billion bushels of grain is more than all the world produced annually at the time when George Washington and the Continental Army spent that terrible winter at Valley Forge. Most of it, moreover, was grown upon acres over which the Indian and the bison roamed within the memory of men now living. Surely, after having gone thus far toward overcoming obstacles that were insurmountable only a century ago we will not suffer ourselves to become discouraged at tasks that are childish in comparison.

In spite of the enormous production, or perhaps partly because of it, grain dealers and farmers suffered much in 1921. Economic tendencies over which man had no control were operative. We were emerging from an orgy of extravagance following the greatest of all conflicts. The resultant influences, which for want of a better term we call deflation, forced us far from our normal course and into ways that were fraught with difficulty. The only return from that course lay thru dangerous passages for business and many organizations failed to accomplish the journey. But, if we have not fully returned to the pathway of normalcy, we have at any rate progressed so far that the strength gained in the struggles of the past will be sufficient for the tasks ahead.

The year 1921 witnessed price declines that were without precedent in recent economic history. May wheat at Chicago started the year at \$1.64; corn at 74½¢ and oats at 49½¢. The year closed with May wheat selling for \$1.15; corn for 53¾¢; and oats for 38½¢. It is not necessary to look further to know why grain dealers and farmers suffered, but these cold figures do not tell all the story, for at times during the twelve months considerably lower points were reached. Price fluctuations were erratic, due to the general turbulent economic conditions, and the accompanying high freight rates and high labor costs made it more profitable many times to be idle than to be doing business.

The movement of grain in trade channels was heavy thruout the year. The carryover from 1920 crops was large; in many sections there remained, and even now may be found, portions of one or two crops grown prior to 1921. When this carryover was increased by the vast production of 1921, a tremendous total was created. Immense quantities were marketed as the year moved forward, but great as the movement was it did not consume the whole of the supply; and altho it is impossible to determine the exact number of bushels remaining for later marketing there is every reason to believe that the beginning of 1922 found as much grain in the country as on the same date of any normal year. This fact is paramount so far as grain dealers are concerned and it means that, at the outset, 1922 presents a favorable prospect.

When 1921 began, few were so hopeful as

to voice optimistic predictions. Most of the persons who were brave enough to make any kind of a forecast told us to expect worse things than we actually experienced. We have passed the year, even if we have not completed the length of the economic cycle which it brought to us.

What, now, of the future? Will 1922 bring to us a year of prosperity, or shall we continue in the course of discouragement?

First, we may as well admit that boom times are not to be expected in 1922. And we do not want boom times. All that we desire is a favorable opportunity to labor honestly and earnestly in the business of the world; a chance to carry on our part of it—the distribution of grain—without hindrance from the outside. This we shall have.

The world has completed its orgy of extravagance; it is recovering from the hysteria of wild thinking and wilder acting. It is ready for the sensible things.

Much grain remains to be marketed. Other crops will be produced. Grain dealers will handle the grain, and that provides an opportunity for service. Grain prices have been completely deflated, and while we need not expect the high prices of a few years ago we can anticipate rather steady markets. The cost of doing business will decline for the grain dealer, and for the farmer, to the point where the business of the future will show results favorably comparable with those of the really healthful periods of the past.

That is all that the business of handling and producing grain can ask. Healthful conditions, normalcy, are upon us. Let us prepare for the work, throwing off the hindering mantle of gloom and taking up the tools of our employment with a firm and hopeful determination to do our part of the task cheerfully and efficiently.

Future Trading Act in Court.

The brief filed to-day in the Supreme Court at Washington by the federal department of justice is heralded by the press dispatches as upholding the Act; but the trade should not be disturbed by this alleged support of the law by the department of justice. The department and the able attorneys composing it are in duty bound to uphold any law, however unjust and unconstitutional it may be.

The case against this Act is not being fairly presented, as the litigants in the three-cornered fight are representing every interest except that of the public. No one is there to put forward the truth that it is an unconstitutional perversion of our government to prohibit by an alleged tax two individuals from contracting for the sale of grain for future delivery elsewhere than on a grain exchange, duly licensed. A transaction for future delivery on the Baltimore Chamber of Commerce is perfectly legitimate as a matter of fact, but owing to the fact, also, that the Chamber of Commerce has not been licensed, sales for future delivery on that exchange are, forsooth, subject to the prohibitive tax of 20¢ per bushel. How ridiculous?

Unfortunately for the public interest the Baltimore Chamber of Commerce has since made application for license so that there will be no test case of the right of the Sec'y of Agriculture to tax trades on a legitimate exchange 20 cents per bushel.

The farm bureau is supporting the law because it gives rebaters of commissions admis-

sion to the exchange; the exchanges are not opposing the law because it exempts future trades from the tax and the department of agriculture is welcoming the opportunity of going over the records of trades in futures to accumulate a mass of data that can be perverted in characteristic Federal Trade Commission style to prove anything the socialistic element desires to demonstrate as the basis for new restrictive legislation.

Grain Dealers and The Tenant Farmer.

The problem of farm tenantry is receiving a vast amount of attention just now, and while it may or may not be that it is more of a problem at the present time than in any similar economic occasion of the past, the fact remains that it is a matter that merits consideration. Perhaps there is nothing about the problem in its greater aspects that can be solved, but there are certain features of it that every country grain dealer must solve if he is to avoid having the problem become one in which he is interested financially as well as ethically.

The census of 1920 showed a total of 6,448,356 farmers in the United States. Of these, 3,925,095, or about 60%, were owners and 2,454,746, or about 38%, were tenants. The percentage of tenants has gradually increased from 35.3% in 1900 to 38.1% in 1920. In the 21 principal surplus grain producing states, there were 3,230,280 farmers in 1920, of whom 2,105,238, or 65.1%, were owners, and 1,086,345, or 33.6%, were tenants. It is thus seen that the percentage of farm tenantry is slightly less in the grain surplus states than it is in the country as a whole, but inasmuch as practically one-third of the farmers the grain dealer buys from are tenants it is at once apparent that the subject is one that must not be thrust aside.

Strictly speaking, there should be no difference in buying grain from a tenant and an owner. But, in point of fact there is a difference because of the interest which the land owner, or landlord, or someone else may have in the grain which the tenant delivers to the elevator. It is that possible interest of others which the grain dealer must consider. In one sense the buying of grain from a tenant, and the making of payment to a tenant who is not authorized to collect, is the same as buying grain that the seller does not own or that he has mortgaged. The tenant, mortgagor or other person who thus takes money to which he is not entitled may be a criminal, he may be violating ever so many laws, but that does not mitigate the grain dealer's responsibility to the rightful owner of the grain or enable the dealer to escape paying for the grain twice if that owner can establish his interest in it.

The only safe course for the grain dealer to adopt is the course of *safety first*. He need not apply this to tenants alone, but to all farmers in his territory. The dealer should investigate the records at the county seat to learn what liens and mortgages are filed against grain in his territory. Since he cannot expect to follow these records day by day it is well for him to become a subscriber to the daily reports of recordings published by

someone in almost every county. When he buys grain that he knows to be mortgaged he should be careful to protect his own interests at the time payment is made. Seldom will it be necessary to do more than to mention the matter, but if the dealer does not know he cannot mention.

As to tenants whose grain is mortgaged, whose rental contracts give the landlord an interest in the grain, or against whom liens have been filed—the safe course is to pay only when protection is positive. If the interests of more than one person in the grain are so inextricably interwoven that they cannot be separated otherwise, the dealer should make the check payable to all the parties, collectively. The bank will not pay the check until it is endorsed by them collectively and the dealer is safe.

Many dealers have long since adopted this course of safeguarding their interests. Occasionally a tenant becomes angered and a customer is lost, but it were a thousand times better to lose a customer now and then than to lose the profits of a year in one careless transaction.

The Elevator Operators' Approval of Extortionate Rentals.

Ever since Mr. McAdoo granted the railroads all the extortionate charges their greed had ever conceived of and many charges their leading holdup experts had never dreamed of, the heads of all railroad departments seem to vie with each other in evolving new and unheard of excuses for gouging the public.

Letters received from hundreds of grain dealers, who are so unfortunate as to own elevators located on railroad right of way, show conclusively that the officials who fix the rentals are not guided by either fairness or reason. Greed alone is the controlling factor, and if an elevator owner readily succumbs to bulldozing tactics he may be charged \$167.50 while his stiffnecked competitor at the next station is charged only \$5 per year rental for double the amount of ground.

As is clearly evident from many of the letters received, elevator owners who are easy are also touched for "real taxes" by the crafty railroad collectors, and those who are driven to move their elevators onto their own ground are intimidated into paying "track rental" or "cost of upkeep," notwithstanding the switch is used by the railroad company and the general public much more than by the elevator owner. Why elevator owners, who as a rule are the greatest freight producers at country stations of the grain surplus states should submit to these extortions is beyond comprehension.

Time was when every railroad was overjoyed at the opportunity of enticing one more freight producer to build a bulk grain depot along its line. The annual rental of \$1 to \$5 was not assessed for the purpose of revenue but to protect the railroad's title to the ground. Many railroads built elevators on their rights of way and leased part or all of the bins to enterprising grain dealers for a pittance. Our letters show that this arrangement still maintains at some stations.

A loading fee for every grain elevator operator was one of the most attractive slogans

of the organized grain trade from 1896 to 1900, and at one time the freight officials of the granger lines in charge of grain were on the point of granting the loading fee in just recognition of the great service performed for the railroads by these loaders of bulk grain, who provide and operate depots at their own expense to the great benefit of the railroads. The loading fee of $\frac{3}{4}$ cent per hundred pounds loaded would not have paid 1% interest on the money invested in bulk grain depots, but it would have helped to pay the loading expense and encouraged the operators to get more grain for loading. The loading fee, like the elevation allowance, long paid elevator operators at terminals, would have expedited the loading of grain and increased the earnings of every box car during the months grain was moving to market in volume.

The present day attitude of the railroads reflected by our letters is decidedly different. The railroads have lost all sense of obligation to the freight producers and now cultivate every avenue to turn the grain elevator operators into direct revenue producers, regardless of the freight they load. Some of the railroads not content with ground and track rentals or tax contributions strive to drive the elevator operators into signing agreements assuming all liability for accidents occurring on or near their property and releasing the railroads from all liability for damages resulting from such accidents.

Even the railroad officials will agree that if the extortionate rentals are to be collected they should be assessed upon a uniform basis. The existing variation in rentals constitutes rank discrimination, relief from which could easily be obtained in any court. Surely no court or railroad commission would countenance the assessment of a ground rental in excess of the fair valuation of the ground occupied, yet such extortion is practiced in many cases.

The misrepresentations and false statements indulged in by railroad agents to induce grain elevator operators to sign these unreasonable leases proves their own lack of faith in the fairness of their demand. It is decidedly unreasonable to ask the greatest freight producer at a station to maintain a switch for the free use of other railroad patrons, yet that is done at many stations, and ridiculous as it may seem, the grain dealers are submitting to all these extortions and thereby encouraging the railroads to devise other excuses for dipping into the purse of the elevator operator.

The rapid increases in rentals as reported in the letters published in this number gives a fair idea of what may be expected in the future if the elevator men meekly submit and offer no resistance.

Iowa has a law which specifically authorizes the state railroad commission to fix a fair ground rental for sites on railroad right of way. Every elevator rental brought to the attention of the commission has been reduced to an annual rent equal to 6% on a fair valuation of the ground occupied. Such a practice will bring about fair, uniform rentals and prevent extortion and discrimination. Iowa's practice is the best yet devised and can easily be secured in other states if elevator operators and coal dealers will join in a persistent demand for relief.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Prompt Settlement of Claims?

Grain Dealers Journal: We would like to learn how to get settlements on claims against the railroads without so much delay and so much reduction.—Sherrill Elevator Co., Haskell, Tex.

Ans.: The shipper who has adequate weighing facilities frequently tested and keeps a record of all drafts when loading cars is in a position to demand pay for all grain lost in transit. Prompt payment of just claims can be obtained by carefully preparing duplicates of all essential papers and properly authenticating claim, so claim agent will find it easy to verify and pass claim for payment. Do not part with your original papers.

Can the Railroad Company Charge Tax on Right of Way Site?

Grain Dealers Journal: The railroad company has been collecting for taxes on the ground we have leased as a site for grain houses. Is there any justification for this?—Whaley Mill & Elevator Co., Gainesville, Tex.

Ans.: Taxes are paid by the owner of real estate or personally, and the railroad company is taxed only on its ground as right of way. Therefore as the railroad pays no tax on the building there is no warrant for collection of taxes by the railroad company, when the owner of the house himself has paid the taxes to the county. The correct formula is for the railroad company to pay taxes on what it owns and the grain dealer to pay taxes on what he owns. Of course, if the operator of the elevator signs a lease obligating himself to pay taxes, or to pay any certain part of the taxes to the owner, he is bound to do so.

Have the Railroads Put Anyone Off for Refusing to Pay Exorbitant Rental.

Grain Dealers Journal: I have read a great deal in the Journal the past year about the railroad companies demanding increased rentals for elevator sites and placing burdensome clauses in the leases. In some cases the grain dealers are resisting these demands, and I would like to learn thru the columns of the Journal from dealers who have refused to pay the increases whether the railroad companies have pushed their arbitrary demands to the point of forcibly removing the elevators from the right of way. I have an idea this is just a big bluff, in all cases where the rental asked exceeds the value of other land in the vicinity.—T. J. Fleming.

Drying Seed Wheat After Treatment.

Grain Dealers Journal: We would be pleased to find out something about grain driers and whether it would be practical to use one for drying grain that has been dipped in a copper sulphate solution. A portion of our county is quarantined on account of flag smut. All the seed wheat used in that area is dipped and the men experience considerable difficulty in trying to dry the grain. Is it possible for a grain drier to meet this condition?—Alfred Raut, agricultural adviser Madison County Farm Bureau, Edwardsville, Ill.

Ans.: The grain driers mentioned in the advertising columns of the Journal can be used to dry wheat that has been treated for smut. They will handle the grain rapidly and efficiently; but the quantity of seed wheat to be dried at any one location or time usually is too small to warrant the investment.

In view of the fact that in the copper sulphate treatment the wheat is soaked for only 16 minutes most of the water to be removed is

on the surface and quick drying is possible in a sufficient draft of warm air.

The Wisconsin Experiment Station says: "Air drying is quickly and easily accomplished if the wet grain is spread thinly on a clean floor or canvas and shoveled over a few times."

Liabilities on Refusal of Shipment?

Grain Dealers Journal: We sold a car of rye to a Michigan firm and as instructed billed it for export to a named Baltimore receiver, our order.

The buyer did not take up the draft and the car arrived in Baltimore and was unloaded without notice to us, so that nearly \$300 of storage and demurrage charges accrued, besides a drop in the market. We made claim against the railroad company but it denies liability. How can we recover our loss?—F. W. Carson.

Ans.: Neither party to this trade handled his end according to the rules of the business. The buyer is liable for refusal to take the shipment; and the seller must share the responsibility for failure to give the railroad company prompt advice on the disposition of the property.

The liability of buyer to seller is measured by the market price when buyer informed seller he would not take the grain, as it then became seller's duty to effect a prompt resale for the account of whom it may concern. After notification the additional loss or profit due to change in market price was at the hazard of seller. The railroad company will look to the owner for all charges and freight, as it has a lien on the grain.

Sunday a Holiday Under B/L.

The Cereal Products Co. shipped 740 bags of malt from Manitowoc, Wis., over the C. & N-W. Ry. to Weehawken, N. J., Feb. 28, 1920. The malt was duly received by the Delaware, Lackawanna & Western R. R. Co., and transferred to a lighter which arrived alongside the steamer on Friday, Apr. 16, at 12:15 p. m., and at 2 o'clock that day the captain of the lighter delivered the manifest and shipping permits to the receiving agent of the steamship line. It then became the duty of the steamship company to unload the malt and stow it aboard the steamship, the Halifried, in Brooklyn, N. Y.

On Monday, Apr. 19, at 12:05 p. m., while the lighter was still alongside the steamship, fire broke out on the steamship and was communicated to the lighter, and the malt was damaged thru no fault of the steamship company.

The Cereal Products Co., after notice to the D. L. & W. sold the malt to the best advantage for \$1,675.88, its original value having been \$4,070. The Cereal Products Co. brot suit for this full amount, but the railroad company claimed that as Sunday was not a legal holiday it was liable only for the amount realized by the sale, \$1,675.88, as a warehouseman, under section 1 of the uniform B/L, as follows: "shall be liable for any loss thereof or damage thereto except as" thereafter provided. The only exception here in point is as follows:

"For loss, damage, or delay caused by fire occurring after forty-eight hours exclusive of legal holidays after notice of the arrival of the property at destination or at port of export (if intended for export) has been duly sent or given, the carrier's liability shall be that of warehouseman only."

Section 5 provides, among other things, that freight not removed within 48 hours exclusive of legal holidays, after due notice of its arrival, may be kept by the carrier as therein provided subject to its "responsibility as warehouseman only."

Plaintiff claimed that the intervening Sunday was to be excluded in computing the 48 hours.

Defendant's claim that Sunday is not a legal holiday is based on the statutory law of New York which does not expressly include Sundays.

The court in a decision given Nov. 18, 1921, held that the B/L was prepared for use thru-out the United States and therefore was not to be construed in the light of the statutory law of any state. It held Sunday to be a legal holiday and gave judgment for \$4,070.—Supreme Court of New York, 190 N. Y. Supp. 698.

Coming Conventions.

Jan. 24 and 25 (tentative), Indiana Grain Dealers Ass'n at Indianapolis, Ind.

Jan. 24, 25, 26. Iowa Farmers Grain Dealers Ass'n at Fort Dodge, Ia.

Jan. 26, 27. Washington Grain Growers, Shippers and Millers Ass'n, at Spokane.

Jan. 26. Wholesale Grass Seed Dealers Ass'n at Toledo, O.

Feb. 14, 15, 16. Illinois Farmers Grass Dealers Ass'n at La Salle, Ill.

Feb. 22, 23. Farmers Grain Dealers Ass'n of Ohio at Findlay.

Feb. 22, 23, 24. Farmers Co-operative Grain Dealers Ass'n of Kansas at Salina, Kan.

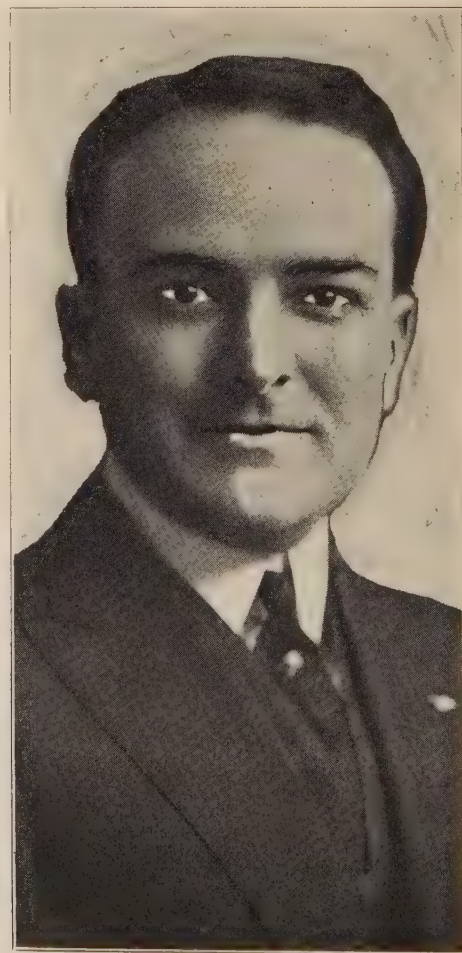
CANADA was third among the wheat producing nations of the world in 1921 in point of the quantity produced. The revised estimate gives a total of 329,835,300 bus., of which 90% was grown in the prairie provinces.

James Russell Chosen President of Kansas City Board.

James Nelson Russell on Jan. 3 was unanimously elected pres. of the Kansas City Board of Trade for the ensuing year.

Mr. Russell was born at Glasgow, Mo., and in 1901 entered the grain business at Kansas City with his father and brother, joining the Board in 1909. Mr. Russell is only 41 years of age. His firm was established in 1880, just 41 years ago, and he is well grounded in the best traditions of the Kansas City Board.

He has served as a director and vice pres., is pres. of the Grain Club and pres. of the Russell Grain Co. Altho Mr. Russell modestly makes no promises a vigorous administration of the affairs of the exchange is anticipated during 1922. His portrait is reproduced herewith.



James N. Russell, Kansas City, Mo.
President Board of Trade.

Meeting of Joint Com'te of Farmers and Exchanges.

One result of the hearing held at Chicago Nov. 17 by the Dep't of Agriculture to consider regulations for the administration of the Capper-Tincher Law was the appointment of a com'te known as "The Joint Conference Com'te on Grain Trade Practices."

This com'te is composed of Leslie F. Gates, of Chicago, F. B. Wells, of Minneapolis, and C. W. Lonsdale, of Kansas City, as representatives of the Chicago Board of Trade, St. Louis Merchants Exchange, Kansas City Board of Trade, Omaha Grain Exchange, Minneapolis Chamber of Commerce, Duluth Board of Trade, Milwaukee Chamber of Commerce and Toledo Produce Exchange; J. M. Mehl, acting for the pres. of the U. S. Grain Growers, Inc.; J. W. Shorthill, of Omaha, sec'y of the Farmers National Grain Dealers Ass'n; and Clifford Thorne, general counsel American Farm Bureau Federation.

The first meeting of the com'te was held Dec. 29 at Chicago. Clifford Thorne was chosen chairman, and Leslie F. Gates, sec'y. It was decided that regular meetings of the com'te shall be held hereafter on the second Thursday of February, May, August and November. Special meetings for the consideration of matters demanding immediate attention may be called by the chairman on the request of two or more members of the com'te, giving 5 days notice thereof, and matters to be considered at special meetings are to be limited to those stated in the notice.

Nothing was made public as to the results of the first meeting, but the com'te issued a formal statement in which it said:

"The function of this com'te shall be to consider in an informal manner complaints that may arise concerning the handling of grain. The com'te will receive suggestions concerning such subjects from producers, shippers, elevator operators, millers, distributors and grain exchanges; it shall have no authority to bind either the farm organizations or the exchanges it represents, but shall report back to those so represented any recommendations upon which the members of the com'te may agree. Communications may be addressed to the sec'y or any other member of the com'te."

The com'te hopes to render a constructive service in ironing out differences and eliminating abuses in the grain industry, where such results can be accomplished by negotiations between the parties. It is believed that this may be of some value to the Sec'y of Agriculture in the administration of the Future Trading Act.

A BUNCH of keys was found on a clipper at the Santa Fe Elevator, Chicago, Dec. 28. They were identified by the Journal key tag attached as belonging to an Iowa man who sold his elevator almost 10 years ago.

Robert McDougal Elected Pres. of Chicago Board.

The new president of the Chicago Board of Trade is a native of Illinois, having been born at Peoria Oct. 25, 1868, where he was educated in the public schools and graduated from Peoria High in 1887.

His first business connection was with one of the strongest houses in the grain export trade, Hancock & Co., of Philadelphia, Pa., when they established a Peoria branch, and in 1894 he represented that firm on the Chicago Board of Trade and has been a member ever since.

Mr. McDougal was with Bartlett, Frazier & Co. for a year, and for several years with Otto E. Lohrke of New York and their successors, Knight & McDougal, but he is not now a member of the firm of Knight & Co., having given up business to take up war work. He was associated with Walter Dill Scott, res. of Northwestern University in the personnel division of the War Department.

Altho not active in the grain business at present, Mr. McDougal has kept busily employed 10 hours a day looking after some states and personal affairs. He is married and has two sons.

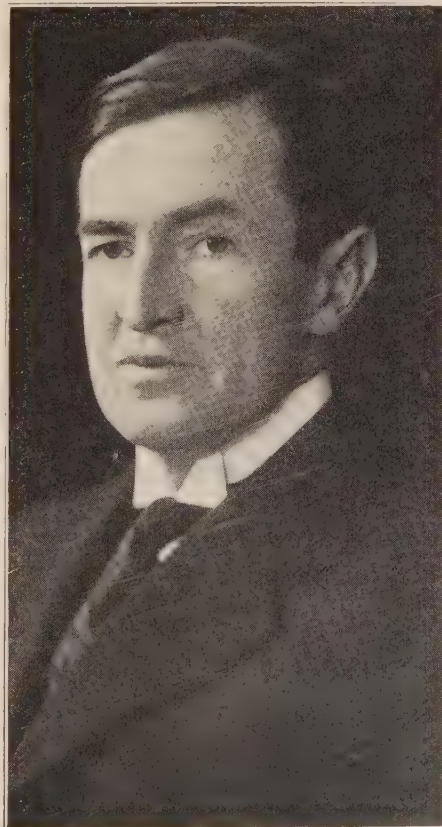
Indiana Railroad Suspends Operations.

The receiver of the Chicago & Eastern Illinois Railroad Co. some time ago ordered service discontinued Dec. 31 on a portion of that Company's line in Indiana. The line affected is known as the Coal Railway Division, branching off the main line of the C. & E. I. at Momence, Ill., and running to Brazil, Ind., with a branch to LaCrosse, Ind.

A petition is pending before the Interstate Commerce Commission asking for authority to junk the railroad, but this has not been acted upon. The Public Service Commission of Indiana made every effort to prevent the abandonment and tried various plans in attempts to interest other railroads in taking over the line, but with no success. A temporary arrangement has been made with the C. I. & W. Railway Co., with the consent of the receiver, to operate that part of the line running from Brazil to West Union, and since Dec. 31 there has been no service on remaining Indiana portions. Negotiations are in progress between the Indiana Commission and the Monon and Wabash to consider the taking over of parts of the road by those companies under an operating agreement.

The Indiana stations affected are as follows: Stations having no other railroad: Aylesworth, Barce, Brook, Beaver City, Burkes, Chatterton, Dunns, Foresman, Independence, Julian, Kents, Kniman, Kingman, Kickapoo, Lochiel, Morocco, Mt. Ayr, Moffits, Pine Village, Percy Junction, Pogue, Rob Roy, Sylvania, Steam Corner, Stonebluff, Silica, Tangier, Virgil, Winthrop, Wadena, and Weishaars. Towns having other railroads: Attica, Fair Oaks, Goodland, Oxford, Swanington, Veedersburg, Wheatfield, Wilder and Zadoc.

Chas. Russell, mgr. for Lyons, Rich & Light at Foresman, has stated that their elevator was forced to close Dec. 31. M. Duffy, of Morocco, wrote on Jan. 6 that all elevators on the line, in towns with no other road, are out of business; but he expressed the hope that some railroad will soon see fit to take over operation of the trackage so that trains of some kind can be operated in the near future.



Robert McDougal, Chicago, Ill.
Pres.-Elect Board of Trade.

When the Freight Rates Changed.

When, on Aug. 26, 1920, the general advance was made in freight rates on grain and grain products the change was made simultaneously by all roads thruout the country. It was easy, therefore, to determine the date of the change and to know whether to apply the old or the new rate on individual shipments in making account sales at any time thereafter.

It will not be such a simple matter to apply the recent reductions because the effective dates are not the same for all railroads. On account of this fact, grain dealers and clerks in grain dealers' offices will find it necessary to consider each shipment carefully to learn which rate to use.

The effective dates of the reductions on some of the principal grain carrying roads are given below:

Boyd's 111-C—to Colorado, Jan. 1.
Boyd's 120-A—to Utah, Jan. 1.
Chicago & Alton, Dec. 27.
Chicago & North-Western; Proportional rates, Dec. 29; other rates, Jan. 1.
Chicago, Burlington & Quincy, Jan. 2.
Chicago Great Western; Dec. 29, except Illinois intrastate, Jan. 1.
Chicago, Milwaukee & St. Paul, Jan. 1.
Chicago, St. Paul, Minneapolis & Omaha, Jan. 1.
Fonda's Tariff—Texas intrastate and Texas points to Shreveport, Jan. 3.
St. Louis & San Francisco, Jan. 1.
Illinois Central, Jan. 1.
Kansas City Southern, Jan. 1.
Leland's or Southwestern Freight Bureau Tariff, Jan. 7.
Missouri, Kansas & Texas, Jan. 2.
Oklahoma Intrastate Rates, Dec. 27. (Order Okla. Corporation Commission.)
Rock Island, Jan. 1.
Santa Fe, Dec. 27.
Union Pacific, Dec. 27.
Wabash, Jan. 1.

To Hold Agricultural Conference.

President Harding recently instructed Sec'y of Agriculture Wallace to call a national conference at Washington to "suggest practical ways of improvement" for "the severe agricultural depression which exists thruout the land."

Sec'y Wallace has set Jan. 23 as the date of the proposed conference but the names of those who will be asked to participate have not been made public. Farmers and farm organizations, and industries associated with agriculture will be invited.

Of course the Farm Bureaus will ask more Federal money to enable them to employ more men to help (?) the producers get other appropriations from Uncle Sam.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

I. C. 35467 leaking white corn, passed thru Raub, Ind., on Big 4 on morning of Jan. 6.—Harry E. Garrison.

Mo. P. 31515 passed thru Penalos, Kan., Nov. 26, eastbound, leaking wheat on left side just above wheels.—T. R. Douglas, mgr. Producers Grain Co.

Mo. P. 19921 passed thru Penalos, Kan., Nov. 26, eastbound, leaking white corn on left side. Leak not bad, but would cause a shortage if going far.—T. R. Douglas, mgr. Producers Grain Co.

C., B. & Q. 108106 was leaking wheat thru siding at Holdrege, Neb., Nov. 19.—Holdrege Equity Exchange.

C., B. & Q. 113472 was leaking wheat at side of car at Holdrege, Neb., Nov. 19. Loose siding.—Holdrege Equity Exchange.

Letters

[Here is the grain dealer's forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Precautions Sometimes Contribute to Fire.

Grain Dealers Journal: Having noted an article in the Nov. 10th issue of the Journal, page 662, entitled "How the Fire Started," regarding the fire at the Grass Lake Farmers' Elevator Co., Grass Lake, Mich., I wish to correct at least one erroneous statement in same.

The writer was the first man on the job with the adjuster, and the first electrical engineer on the job until the insurance company's engineers arrived the following day.

The firm with which the writer is connected had removed the 35 h.p. motor some three months previous to the fire and overhauled it, installing new bearings and cleaning the winding. The adjuster's first remark upon the arrival of the writer at the scene of the fire was, "You have got a ground in the motor winding."

A thorough insulation test failed to show any ground; with the main fuses on the load side of meter removed, and with the motor leads all open at the motor, a heavy current flow was found between motor frame and ground.

Now, in paragraph six of your article, it is stated that "It was also shown in the adjuster's report that all the fuses on the equipment outside the building had been tampered with, and refilled with elements of unknown amperage, and that the motor frame was not grounded." It was stated that if this frame had been grounded, the fire would not have occurred.

As a matter of fact, had the motor frame been better grounded, the cause of the fire would have been aggravated and the results probably more severe than they were.

This is not an argument against grounding frames, but a statement of the facts in this particular case, tending to show that the very precautionary measures taken can become, under the proper conditions, a contributing factor toward a fire. In this case the motor frame was not properly grounded. Asking the employee who replaced the motor why it was not grounded, he simply answered that he replaced it just as it was found.

The direct cause of the fire was current flowing from the wire lath, on which the grounded meter was mounted, to the reinforcing in the floor; from there to the motor frame and from motor frame to ground, through the connecting conduit. The fire started at the point where the current left the lath to enter the motor frame, through the reinforcing and motor foundation bolt.

In this case the result, if any, of a better grounded motor frame would have been to cause a greater current flow from the wire lath, and thus generate greater heat. However, the motor frame was just as well grounded as though being bonded to earth. As it was there were many sparking points on the metal lath that showed evidence of severe arcing, and this, together with the heat generated by the resistance leakage, caused the fire.

The writer agrees with the adjuster that it is just as necessary to ground the meter frames, as compensators, motor frames, etc.

However, in this case, the insurance company has inspected and passed the installation, and the meter frame is not grounded, but is mounted on 1-in. wood strips nailed to the metal lath, all ready for lightning to hop through again.—L. D. Johnson, Barker-Fowler Electric Co., Jackson, Mich.

Railroads Ask Exorbitant Rentals.

Grain Dealers Journal: In the Journal Dec. 10, page 770, I noticed where Stafford & Murray of Muncie, Ind., are making a complaint against the C. & O. Railroad Co. because it is requiring the payment of a rental of \$30 a year for the site their grain elevator stands on.

An even bigger hold-up is being attempted by the Big Four Railroad, demanding \$75 of my father, J. S. Coon, at Ogden, Ill., for the rental of just the ground on which the elevator is situated and the driveway leading to it. How is this for highway robbery?—Owen L. Coon, Chicago, Ill.

Favors Governmental Selection of Grain Doors for Railroads.

Editor Grain Dealers Journal: On page 769 of your Dec. 10th number, under the title, "What Next?", you severely condemn as revolutionary Senate Bill 2691 which authorized the I. C. C. to investigate and test existing types of grain doors with a view to adopting a standard type and ordering it installed on railroads by the end of the year 1926, and appropriating \$250,000 for that purpose.

Will you kindly permit us space in your next issue to make reply to your criticism?

It is a little late to call this Bill revolutionary. For years, by Congressional acts, railroads have been compelled to use power driving wheel and train brakes, automatic couplers, grab irons and hand holds, safety ash-pans and other safety devices, adopt standard height of draw-bars and the I. C. C. have been empowered to investigate and report on the use and necessity for block signal systems, to designate the number, dimensions, location and manner of application of safety appliances to promote safety of railway operation; and it is now engaged under the authority of the Transportation Act of 1920, in regrouping the railroads to effect economy and efficiency of operation. The railroad world do move, Mr. Editor, and while such legislation was all probably attacked as revolutionary when proposed, it has all come to be accepted as very necessary and quite regular and commonplace.

And why not a legalized standard grain door? Every grain handler, every railroad, and every shipper concedes its necessity. Millions are wasted every year in the leakage of grains and loss and destruction of the makeshift removable wooden doors in common use on all railroads—one is necessarily chopped out in unloading a car of grain, and two in unloading a car of coal, and thousands are annually stolen at the terminals and in the country where they serve as fire wood, and material for outbuildings.

This enormous waste, borne initially by the railroads and ultimately by the consumer and hence the whole country, has been going on for years with small effort to check it and conserve lumber. How much longer must it continue? What hope is there that the roads will do any better in the next ten years than they have in the past?

And it is a wholly unnecessary waste, as several doors have been patented that will stop the loss. The necessities require a door that is substantial and will stand the grief, that cannot be easily detached, that will insure against loss by leakage of grain, coal and other similar bulk freight, and that will fold, lock or slide back when not in use so as not to interfere with loading lumber, posts or package freight, that is easily operated, fool proof and of reasonable cost. Mr. Lang's door by severe tests in my presence, answers all these calls. There may be others, and if so, the I. C. C. could specify as standard all types that satisfy the requirements.

But no road will take the initiative and equip its cars to be impounded and used by other railroads. No road will adopt such an improved door while there is a probability of a standardized door being adopted by the I. C. C. In the present state of railroad finances and income, no single road feels able to spend

much money on testing the efficiency and economy of the different doors, striving for supremacy. Neither the consumer or shipper can, then why not the I. C. C. and why not at Government expense when the whole nation receives the benefit of lower rates made possible by eliminating leakage and waste?—A. B. Clark, Supt. Great Northern Elevators, Superior, Wis.

An Improved Spout to Cob Burner.

Grain Dealers Journal: On Dec. 9, about 3 o'clock, a small blaze was detected in the cob spout of our elevator, at Francesville, Ind. About one-third of the spout next to the burner is all metal, but as there was a big fire going at the time, this part of the spout became very hot and ignited the wood portion of the spout.

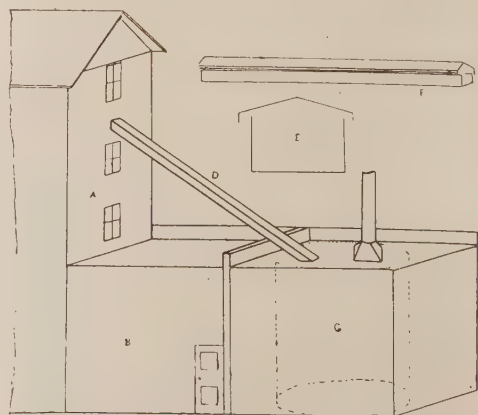
The cob burner is cylindrical and built of two layers of brick, lined with one layer of fire brick. It is inside a brick building having a concrete slab roof. Between the cob burner and the elevator there is an engine room, also of brick. A square opening was cut in the slab roof of the burner and a stack was built over it to produce a draft and to carry away the smoke.

Originally, about two-thirds of the spout was of wood, covered completely with metal on the outside and its bottom and half the inside lined with 18-gauge iron. The remaining one-third of the length of the spout, about 10 ft. long and next to the burner, was of metal. A flat metal valve was arranged so that it would close easily when the spout was empty, allowing cobs to pass by but preventing draft going up the spout. This valve was also fitted with a fusible link which was designed to melt when the heat became too intense and thus to force the valve shut.

It was expected that this arrangement would safeguard the elevator against fire from the burner, but the contrary was proven when on Dec. 9 a small blaze was detected in the spout. Quick work by the employees in pushing sacks into the upper end of the spout stopped the draft. With the help of the people of the town the spout was chopped in two, and by means of a team of horses and a long rope it was pulled away from the elevator. The plant was saved, but it was necessary to install a new spout.

This time, an all metal spout, designed as shown in the detail drawings, will be used. It is formed similar to a sheet metal ventilator to provide ample outlet for air currents in order that these may not retrace the full length of the spout and pass to the elevator itself. Two valves were placed in the new spout, one with a fusible link at the lower end, and another at the top near the elevator. The latter valve remains closed when the cobs are not passing.

The new spout will not burn; the ventilating



Layout of Crabbs Reynolds Taylor Co.'s Engine Room and Cob Burner at Francesville, Ind. A—Elevator. B—Brick Engine Room. C—Brick Cob Burner inside Brick Building. D—Spout from Elevator to Cob Burner. E—Cross Section of New Metal Spout. F—New All-Metal Cob Spout.

feature permits air to escape without hindrance; and the valves provide additional protection against flames, sparks and heated air.

This spout should be applicable to every elevator having a cob burner as part of its equipment.—Crabbs Reynolds Taylor Co., Crawfordsville, Ind., by Harold L. Gray.

Handling Some Corn.

Grain Dealers Journal: When it is said no grain is moving it is well to consider such facts as the following: On Dec. 14, H. C. Claussen, manager of the elevator of the Des Moines Elevator Co., at Hancock, Ia., received 97 loads of corn. The number of bushels for the day was 5,487. It was good corn, too. Now somebody come with a 6,000-bu. day and let's see if we can dispel some of the gloom.—Traveier.

Letting the Contract.

Grain Dealers Journal: After reading the full report by the Journal in Oct. 25 number of the failure in business by the co-operative exchange at Marion, Ind., one is greatly tempted to make some comment.

Their first mistake was in selecting tile; or perhaps the first was building two elevators at a point where there was not enough grain grown to supply a small mill. This would compare with building a lighthouse out on the desert of California.

Then to spend \$60,000 for two 16,000-bu. plants of that material, tile, would cause builders of concrete to gasp. The highest cost of the right kind of concrete at the pinnacle of cost that our records cover was \$1.25 per bushel of capacity. Compare this with \$1.90 per bushel for this abortion in tile.

Concrete also permits experienced elevator engineers who understand the requirements of the average country station to design a plant with a sufficient number of bins and an arrangement that will allow the equipment to be placed for satisfactory operation, instead of something designed by a manufacturer to sell some goods they have to sell.—J. F. Younglove, Long Beach, Cal.

A HANDY 1922 calendar, printed on a celluloid card and with figures large enough to be quite readable, has been sent to its friends in the trade by the Churchill Grain & Seed Co., Inc. The colored decoration, showing the old time custom of hauling the yule log to the holly decorated fireplace, is quaintly reminiscent.



Kenton D. Keilholtz, Toledo, O.
Pres.-Elect Produce Exchange.

Gray Days Are Passing.

By John R. Mauff, Secretary Chicago Board of Trade.

Gray days of business depression are passing. There is every indication that the era of prosperity—sound, sane prosperity, will be ushered in during the new year. The recent depression undoubtedly had a beneficial effect upon business generally. It made it clear that the bonanza days of wartime are over. It forced business men to realize the necessity for conservative methods in the changed world of reconstruction. It brought industry down to earth and sober judgment. It has made success a matter of hard work.

Signs of better days ahead are unmistakable. There is a more rapid acceptance of price readjustments by industry and by labor. We have cheaper money and easier credit. Liquidation has gone far. Banks are in a sound, safe position. Reserves of over 70 per cent are shown by the Federal Reserve system. Output of iron and steel is increasing.

Industrial revival, based on comparative statistics, is widespread, and with the increase of production there is a gradual decrease in unemployment. Business failures are fewer than during the deflation period. Reduction in freight rates and revision of taxation laws would greatly hasten the return to prosperity. Present tax laws discourage investment in industry.

Legislation, however, cannot force a return to prosperity. Beneficial legislation must conform to economic laws. No better proof of this is found than in this year's records of the grain industry.

True, deflation hit the farmer first, hit him a staggering blow from which he has not yet recovered. No sooner had war prices for grain started shrinking than Congress and the legislatures were deluged with proposed new laws. Each was a cure-all for low grain prices. Most of them utterly ignored economic laws. Some were little more than an expression of personal views of a professional organizer who sought destruction of the grain distributing system and the establishment of some theoretical machine similar to the hundred that have collapsed in the last decade.

It can be readily understood that a flood of destructive criticism would inevitably cause serious disturbance in the trade, and tend to discourage investment and judicious, competent speculation which the highest authorities agree is essential to the economic distribution of grain. Such business disturbance, in the natural course of events, reacts back to the farmer. Regardless of whether the intentions of those fostering the numerous proposed laws were of a sincere character, the reaction upon the producer was unavoidable.

How long the wave of agitation for class legislation can continue remains a question which business itself may be called upon to decide. It is realized that American initiative, the thing that has built up the wealth of the nation, is not only being hampered and discouraged but in many cases destroyed by such agitation.

During the unsettled conditions that obtained in 1921, the Chicago Board of Trade, the hub of the world's grain business, continued to serve the producer and consumer as in the past. It has provided a ready market in which the farmer could sell his grain at any hour of any business day at prices based on the inexorable law of supply and demand.

As many as two million bushels of wheat have been received by the Board of Trade in a single day. This represents only wheat receipts, and for but a single day. It will help to visualize the magnitude of a market that has grown from a wagonload bartering station to such proportions that its "cash" department handles four hundred million bushels of actual grain a year. It is a market with a grain storage capacity of 55,000,000 bushels.

The Board of Trade is an association that neither buys or sells grain, but which provides a meeting place for world buyers and sellers

of grain. It fixes rigid rules governing trading. A trader who violates a rule is expelled and his membership, valued normally at around \$7,000, is forfeited. His business career is forever blackened. The Board of Trade is a democratic institution. Each of its 1,610 members has a voice in all elections and other association activities.

The futures market, the center of the legislative attacks, has made the Board of Trade the most economical food distributing agency in the world. The world's eaters of white bread normally consume 3,500,000,000 bushels of wheat. In 1914 this precise amount was produced. But the following year there was 4,000,000,000 bushels; then 3,500,000,000; then 2,000,000,000.

Thus it may be seen that a variation of 500,-000,000 bushels may occur from year to year. The present marketing machinery permits orderly distribution of the surplus crop. The system has been developed by the best minds of the last three-quarters of a century. The futures market provides hedging facilities. Hedging is nothing more than commercial price insurance. This insurance cuts down the risk of grain ownership. It injects an element of safety. This safety makes for higher prices for the farmer.

The Committee on Economic Research of Harvard University, in considering the recently enacted legislation known as the "Future Trading Act," has expressed through its chairman, the opinion that this legislation could not have any effect but to react injuriously upon the farmers.

At a recent banquet in London, to the President of the Royal Commission on Wheat Supplies, Sir Alan Garratt Anderson, who was Vice President of this Commission during the war, in proposing a toast to the grain trade said: "The essential functions of the government is to protect and help trade; but not to take it in hand. The government's job is to let the traders do the business themselves. By the miracle of private enterprise and individuality our nation has become great and by a repetition of that miracle we should climb from the valley of shadows in which industry is today."

This is all confirmatory of the thought that the Board of Trade functions best when not interfered with and that individuality and private enterprise is the strongest foundation upon which the producers and consumers can meet in the economic distribution of the cereal crops.

A hopeful sign is the fact that farmers themselves, in spite of the attempts of organizers to discredit the present marketing system, are beginning to look askance at the professional organizers. They are less responsive to glowing promises that obviously cannot be fulfilled; they are beginning to realize that hollow words alone cannot replace machinery that has functioned successfully for three-quarters of a century. They have, in a word, begun to think for themselves.

So the exchanges turn to the new year with a feeling of confidence that the grain trade as well as other industries have passed through the most difficult part of the post-war transition period.

OPERATION of 9 elevators of the Farmers Union in Labette, Cherokee and Neosho Counties, Kansas, by a single board of directors has not been found satisfactory. As a result, a plan is being considered to operate each elevator as a separate unit, a board being chosen for each in territory it serves.

A CERTAIN member of an organized exchange presented himself at the soda fountain in the exchange building recently. He ordered a sundae, paid for it, and told the clerk to set it back where it would be available for delivery to him in a few minutes. The clerk complied with instructions and the customer departed. Presumably he came later and received the confection. Would that be a "spot" transaction or a trade in futures? If it happens after Dec. 24 will it be subject to a 20c tax?

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

CANADA.

Ottawa, Ont., Dec. 31.—Wheat production in Ontario in 1921, both spring and fall wheat, was 15,575,338 bus., compared with 22,972,485 in 1920. Corn for husking in 1921 produced 20,313,661 bus. in the ear, and in 1920, 19,372,277. Production of other crops in 1921 were: Barley, 10,149,353 bus.; oats, 72,575,191 bus.; rye, 1,775,599 bus.; and buckwheat, 3,354,201 bus., compared with barley, 16,660,350 bus.; oats, 129,171,312 bus.; rye, 2,349,880 bus., and buckwheat, 3,190,478 bus. in 1920.—Ontario Dep't of Agriculture.

GEORGIA.

Cordele, Ga., Dec. 29.—We are not handling anything this year except local grain as there is more than can be used locally.—Heard Grocery Co.

ILLINOIS.

Camp Point, Ill., Dec. 31.—The wheat acreage is about normal.—Wm. Vollbracht Co.

Flatt, Ill., Dec. 26.—Wheat is in excellent condition; a large acreage.—Flatt Farmers Co-op. Co.

Cropsey, Ill., Jan. 5.—Farmers seem to be waiting for 40c for No. 4 corn. Very little corn here grading better than 4 or 5 on account of the rotten.—Pratt & Blair.

Hallsville, Ill., Jan. 3.—Quality of corn is poor. The weather conditions have been a little unfavorable to wheat but it is looking very well.—J. F. Bartley, mgr. Hallsville Elvtr.

Springfield, Ill., Jan. 4.—No measurable precipitation during past week and practically no snow on ground now. The ice all gone, and wheat does not appear to have been injured. It remains in good condition in northern and central counties and fair to good in south.—Clarence J. Root, Meteorologist.

Springfield, Ill., Dec. 31.—Winter wheat and rye appear to continue in excellent condition except in the southern end of the state, where the condition of wheat is only fair. It seems quite certain that no appreciable damage was done by the ice coating of the fields which occurred during the week ending Dec. 24.—S. D. Fessenden, agricultural statistician.

INDIANA.

Clinton, Ind., Dec. 30.—Corn badly damaged in the river bottoms and on low ground; good deal of it worthless except for fuel. Wheat looking good.—John H. Wright.

KANSAS.

Belpre, Kan., Dec. 26.—Wheat prospects are poor with us account of lack of moisture. About 60% average.—Midwest Grain Co.

Topeka, Kan., Jan. 2.—In the volume of grain production of Kansas farms, 1921 is the fourth largest in the past 8 years, a period embracing the state's record productions. The wheat production was 128,101,500 bus.; corn, 96,484,000 bus.; oats, 40,041,310 bus.; rye, 1,240,102 bus.; barley, 14,362,406 bus.—J. C. Mohler, sec'y, State Board of Agriculture.

MISSOURI.

Elmo, Mo., Jan. 8.—Wheat acreage, 110%, appearance, 80%; corn acreage will be reduced some. Oats acreage will be increased 20%. Oats crop was light in yield and quality and feeders took them all. Think will have to ship in seed oats.—Ed. M. Adkins Grain Co.

Jefferson City, Mo., Jan. 2.—The acreage sown to wheat in Missouri for the 1922 crop is 3,058,000 acres, compared with 3,217,000 acres sown in 1920 for the 1921 crop. Condition is 87% of normal, compared with 90% last year. Rye acreage is the same as last year, and condition is 90% compared with 91% a year ago. A large part of the wheat sown early is infested with Hessian fly, and chinch bugs are reported in sufficient numbers to supply a full crop for the early flight.—Missouri Crop Reporting Service.

NEBRASKA.

Hordville, Neb., Dec. 26.—Growing wheat does not look well as it has not had the needed moisture. The trade does not seem to regard the lack of moisture at this time and they do not believe the wheat is hurt, but they will find out when spring time comes and the plant does not start to grow.—Chas. Sherwitz, mgr., Farmers Elvtr. Co.

OKLAHOMA.

Temple, Okla., Dec. 26.—A small acreage of wheat is sown. Condition not above 30%. There has been no rain since July.—Temple Milling Co.

Brinkman, Okla., Dec. 29.—Wheat is very backward; there is none up at all. If it rains by Feb. 1, we might make a little wheat.—Bird-Winslow Grain Co., per T. R. Warren, mgr.

Bromide, Okla., Dec. 29.—Wheat acreage here is small, due to summer drouth. More plowing than usual is being done this winter and acreage of oats will be heavy if there is rain. The corn and feed crops were good, this country having a surplus of corn for the first time in years.—Fred Barrett.

Oklahoma City, Okla., Jan. 2.—Condition of winter wheat on Dec. 1, 54% of normal, the lowest of many years. Acreage sown prior to Dec. 1 was 3,550,000 acres, or 90% of last year, the greatest reduction being in west, south and southwest. There are numerous reports of green bugs, wire worms and chinch bugs.—State Board of Agriculture.

SOUTH DAKOTA.

Spearfish, S. D., Dec. 28.—Crops were very short here.—Spearfish Mfg. Co., H. F. Dickey, member of firm.

TEXAS.

Higgins, Tex., Dec. 26.—Poorest prospect for wheat crop in Panhandle of Texas and Western Oklahoma for years account no rain or snow. About 50% of crop was planted and not more than 25% of that came up.—Collins & Patton Grain Co.

WISCONSIN.

Madison, Wis., Jan. 4.—Area planted to winter wheat estimated at 104,000 acres, compared with 99,000 acres last year; rye, 377,000 acres, compared to 328,000 in 1920. Condition of wheat on Dec. 1 was 94% of normal, and of rye, 95%.—Wisconsin Crop Reporting Service.

Madison, Wis., Jan. 1.—From the standpoint of total crop production, the year 1921 was very disappointing. Corn was the only major crop that exceeded the 1920 yield. That grain produced 90,522,000 bus. in 1921, compared with 82,208,000 bus. in 1920. Oats production was 61,503,000 bus., compared with 107,968,000 bus. in 1920; barley, 10,418,000 bus., and 15,977,000 in 1920; rye, 5,522,000 bus. in 1921 and 7,760,000 bus. in 1920; and wheat, 2,628,000 bus. in 1921 and 5,243,000 bus. in 1920.—Wisconsin Crop Reporting Service.

General Crop Summary.

A report issued by the Bureau of Markets and Crop Estimates covering crop conditions in the last half of December gives the following information:

The condition of winter wheat is generally good throughout the Eastern and North Central states and the crop has entered the winter with very little damage from freezing. The condition is poor in Nebraska and Kansas due to the continued drought and the percentage of abandonment will be large. Late seedings are poor in Oklahoma and New Mexico and many fields have failed to germinate. Some seedling is still in progress in these States. Some benefit from recent rains is reported in Texas, and slight improvement is also reported in the condition of the crop in Colorado. The condition in the eastern part of Oregon is much improved by recent rains, but excessive soil moisture is causing some damage in the western districts.

The condition of winter rye is generally very good in the leading producing states. Some damage is reported in Idaho from the alternate warm and freezing weather.

The conditions for the husking of the corn crop have continued favorable and husking is now practically completed throughout the northern portion of the corn belt. Some corn remains to be husked in southern Illinois, Kansas, Nebraska and Missouri. The marketing of the crop continues to be slow, although in some sections considerable trading among farmers is reported.

Condition of Winter Wheat.

On Dec. 23 the Chamber of Commerce of the United States issued a special bulletin giving the report of its committee on statistics and standards dealing with the condition of winter wheat as of Dec. 3. The report is as follows:

The growing winter wheat crop goes into the trying season of cold weather in generally good condition. The greater part is in excellent condition, most of the remainder very fair, and only some few poor spots in the west, due to dry weather and consequent stunting of growth. It is not too late for moisture in these particular localities largely to remedy the present condition. The outlook on the whole is encouraging, though this of course is only a tentative statement, as the usual trying experiences now lie ahead of the growing crop.

Increases or reductions in acreage are very much scattered and hard to average with any degree of accuracy, but on the whole there appears to be somewhat less acreage than last year.

Forecasts of probable yield at this early date, founded upon present condition and acreage, have no more serious value than guesses, and serve no useful purpose.

Government Crop Report.

Washington, D. C., Dec. 29.—The Crop Reporting Board of the Bureau of Markets and Crop Estimates makes the following estimates:

Winter wheat area sown this fall is 44,293,000 acres, which is 1.2% less than the revised estimated area sown in the fall of 1920 (viz., 44,847,000 acres). Condition on Dec. 1 was 76.0 against 87.9 and 85.2 on Dec. 1, 1920 and 1919, respectively, and a ten-year average of 89.0.

Rye area sown this fall is 5,184,000 acres, which is 22.6% more than the revised estimated area sown in the fall of 1920 (viz., 4,228,000 acres). Condition on Dec. 1 was 92.2 against 90.5 and 89.8 on Dec. 1, 1920 and 1919, respectively, and a ten-year average of 90.9.

Details by states follow:

WINTER WHEAT.

(Area sown.)* Condition Dec. 1.

State.	Acres.	Autumn, 1921, prelim.	Autumn, 1920, revised	Autumn, 1921, compared with 1920.	Pct. 1921.	Pct. 1920.	Ten-year average.
New York.	439	439	100	94	98	94	94
N. J.	81	82	99	92	95	92	92
Pa.	1,405	1,364	103	95	93	93	93
Del.	119	116	103	93	93	92	92
Md.	592	580	102	90	89	91	91
Va.	849	866	98	87	82	91	91
W. Va.	251	254	99	93	85	92	92
N. C.	618	612	101	92	84	91	91
S. C.	157	121	130	92	86	90	90
Ga.	182	143	127	94	90	92	92
Ohio	2,327	2,327	100	93	81	90	90
Indiana	2,053	2,074	99	92	82	88	88
Illinois	2,775	2,694	103	93	86	89	89
Mich.	923	879	105	92	89	89	89
Wis.	104	99	105	94	91	93	93
Minn.	101	99	102	92	95	93	93
Iowa	588	470	125	94	93	93	93
Missouri	3,058	3,219	95	87	90	89	89
S. Dak.	102	81	126	92	90	86	86
Nebr.	3,954	3,839	103	80	90	90	90
Kansas	11,569	11,454	101	80	88	87	87
Ky.	670	657	102	95	84	88	88
Tenn.	505	459	110	93	80	88	88
Ala.	21	21	100	89	86	89	89
Miss.	6	8	80	90	85	88	88
Texas	1,734	2,168	80	42	89	85	85
Okl.	3,550	3,944	90	54	86	85	85
Arkansas	77	107	72	77	89	90	90
Mont.	291	355	82	58	70	89	89
Wyo.	40	45	90	71	85	93	93
Colo.	1,466	1,496	98	76	87	91	91
N. Mex.	113	189	60	50	90	91	91
Ariz.	42	44	95	95	93	95	95
Utah	148	156	95	80	97	92	92
Nevada	2	3	82	85	90	91	91
Idaho	436	436	100	81	95	92	92
Wash.	1,292	1,360	95	79	97	89	89
Oregon	894	813	110	92	97	93	93
Calif.	759	774	98	90	95	90	90
U. S.	44,293	44,847	98.8	76.0	87.9	89.0	89.0

RYE.

State.	Acres.	Autumn, 1921, prelim.	Autumn, 1920, revised	Autumn, 1921, compared with 1920.	Pct. 1921.	Pct. 1920.	Ten-year average.
New York.	47	52	90	93	95	94	94
N. J.	56	57	98	93	96	92	92
Pa.	192	188	102	96	94	93	93
Va.	37	38	97	89	85	92	92
Ohio	78	83	94	97	87	92	92
Indiana	318	306	104	95	89	92	92
Mich.	655	642	102	94	93	92	92
Wis.	377	328	115	95	94	95	95
Minn.	681	582	117	95	94	92	92
Iowa	32	32	100	96	94	96	96
N. Dak.	1,607	846	190	92	85	85	85
S. Dak.	267	191	140	95	88	88	88
Nebr.	135	135	100	88	90	92	92
Kansas	91	91	100	65	91	90	90
U. S.	5,184	4,228	122.6	92.2	90.5	90.9	90.9

*000 omitted.

Yield and Acreage of 1921 Crops.

Washington, D. C., Dec. 28.—The December estimates of the Crop Reporting Board of the Bureau of Markets and Crop Estimates of the acreage and production of the important farm crops in the United States in 1921, 1920 and 1919 are as follows (revisions based upon Census report for 1919):

Crop.	Acreage.*	Production, bus. Per acre.	Total.*
Corn	1921 103,850	29.7	3,081,251
	1920 101,699	31.8	3,230,532
	1919 97,170	29.0	2,816,318
Winter wheat...	1921 42,702	13.7	587,032
	1920 40,016	15.3	610,597
	1919 50,494	15.1	760,677
Spring wheat...	1921 19,706	10.5	207,861
	1920 21,127	10.5	222,432
	1919 25,200	8.2	207,602
All wheat.....	1921 62,408	12.7	794,893
	1920 61,143	13.6	833,027
	1919 75,694	12.8	968,279
Oats	1921 44,826	23.7	1,060,737
	1920 42,491	35.2	1,496,281
	1919 40,359	29.3	1,184,030
Barley	1921 7,240	20.9	151,181
	1920 7,600	24.9	189,332
	1919 6,720	22.0	147,608
Rye	1921 4,228	13.7	57,918
	1920 4,409	13.7	60,490
	1919 6,307	12.0	75,542
Buckwheat	1921 671	21.0	14,079
	1920 701	18.7	13,142
	1919 692	20.7	14,295
Flaxseed	1921 1,165	7.0	8,112
	1920 1,757	6.1	10,774
	1919 1,503	4.8	7,256
Rice	1921 1,022	38.8	39,653
	1920 1,325	39.0	51,692
	1919 1,063	39.5	41,985
Hay, tame, tons.	1921 58,742	1.39	81,567
	1920 58,101	1.51	87,855
	1919 56,888	1.52	86,359
Cottons'ed, tons.	1921 .....	....	3,704
	1920 .....	....	5,970
	1919 .....	....	5,074
Clover seed.....	1921 869	1.6	1,411
	1920 1,082	1.8	1,944
	1919 942	1.6	1,484
Peanuts, lbs.....	1921 1,212	673.7	816,465
	1920 1,181	712.5	841,474
	1919 1,132	691.9	783,273
Beans (7 states)—			
	1921 771	11.8	9,118
	1920 838	10.8	9,077
	1919 1,060	12.6	13,349
Kafirs (10 states)—			
	1921 4,652	24.7	115,110
	1920 5,120	26.8	137,408
	1919 5,060	26.5	133,878
Broom corn (7 states), tons—			
	1921 207	338.5	35.1
	1920 275	404.4	55.7
	1919 352	329.0	57.8
Soy beans.....	1921 186	15.1	2,815
	1920 156	14.6	2,278
	1919 155	13.2	2,045
Cowpeas	1921 1,283	7.5	9,581
	1920 1,090	8.2	8,904
	1919 959	6.3	6,026

*In thousands (000 omitted).

Foreign Crop Prospects.

Growing conditions for winter wheat have continued favorable in Argentina, and a general feeling of confidence prevails concerning the yield of the new crop. The official estimate for the current season for the wheat area is 13,927,000 acres compared with 14,957,000 acres in 1920-21. Harvesting is in progress, but no official estimate of production has been issued. The condition of other cereal crops is generally good, and fair to good yields are reported. The condition of the linseed crop is poor, and a low yield is expected.

Harvesting wheat is in progress in Australia. Some complaints of damage from excessive heat are reported from various sections, and in New South Wales bushfires and hailstorms have caused some damage. The preliminary official estimate of production is 146,614,000 bus., compared with 146,799,000 bus. in 1920-21. Quality of grain is generally reported to be very good. The latest estimates of the wheat crop in the Union of South Africa are very favorable, giving the yield for 1921-22 as 8,449,000 bus., compared with 8,113,000 in 1920-21. The area of wheat in New Zealand shows considerable increase, being reported as 363,000 acres, compared with 223,000 acres in 1920-21.

Prospects for the wheat crop in the Punjab and Central Provinces, India, which together produce nearly half of India's total wheat crop, are very good. Rain is reported to be greatly needed in parts of East Deccan, but conditions are fair elsewhere in Bombay. Rain is also needed in some sections of Bengal.

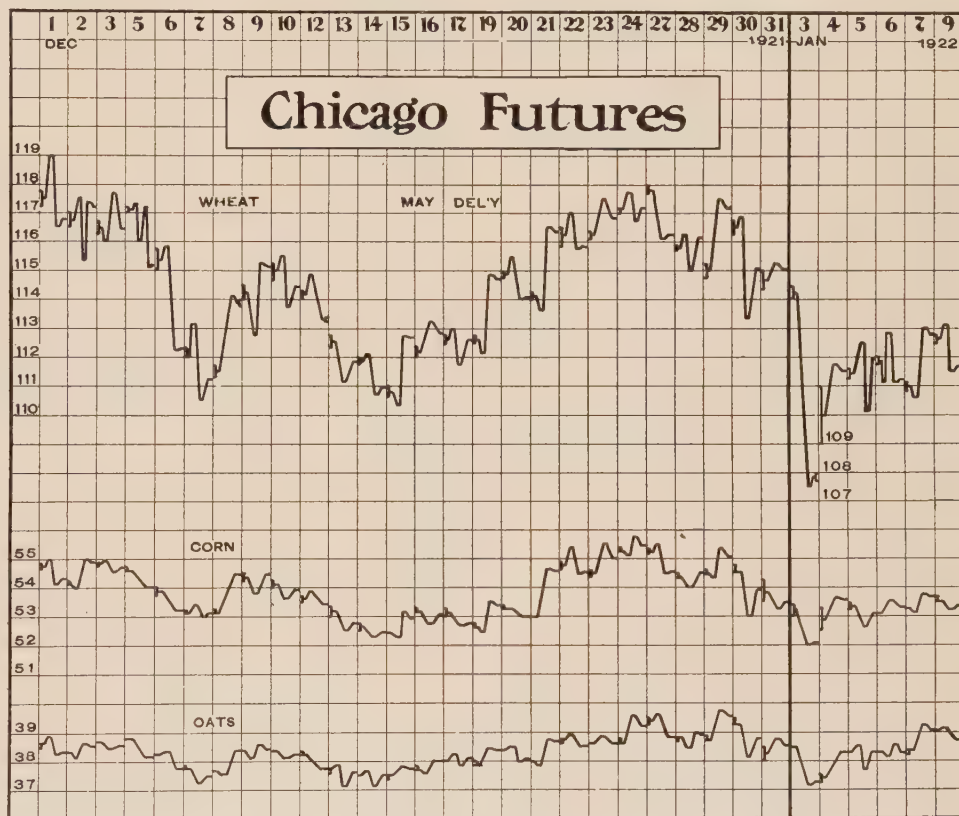
The condition of the fall sown cereals is variable throughout Europe and in many sections a poor start has been made. Germination of winter wheat, rye, and oats has been good in Great Britain and strong, healthy growth is reported. The condition of winter wheat and rye is slightly below average in Germany and slightly above in Austria and Poland. The continuous drought hindered seeding in Hungary and has curtailed the acreage somewhat. Con-

ditions have been favorable in Roumania, and a fair acreage has been sown. Seeding and growing conditions have been very unfavorable in France due to the long drought which has curtailed planting and hindered good germination. Recent rains have been beneficial in Northern Africa, and a large acreage of wheat and other fall cereals is being sown. Fall-sown wheat is entering the winter in good condition in Canada, and the area sown shows an increase of 6% compared with last year.

LET THE SLOGAN BE, let's all cry out with a great shout "Le roi et mort vive le roi," which, being interpreted into English, means: "To H— with 1921!" Selah.—Wyatt, Grain Broker.

COUNTRIES in the northern hemisphere supplying data to the International Institute of Agriculture at Rome produced 5.6% more wheat in 1921 than in 1920, according to a recent report of the Institute. There was also an increase of 20% in rye production, 9% in barley, and a decrease of 15.8% in oats.

St. LOUIS, Mo.—Looking at the grain markets in a more microscopic sense one finds the "great bear" in the market has been the mass of hedges which have hung over the market continuously for many months and which represent the undigested offerings of grain. There is not any question but what the speculator has become somewhat tired of carrying the load, especially as he happens to be the most despised creature in the economic scheme of things as they are. It is difficult for one to believe in bull markets when the elevators are so crowded for room that many merchants who do not own their own houses are unable to get storage room during times of temporary glut. The milling demand for wheat is not satisfactory, and in our own market there are large holdings of Red Wheat that have been carried since the Summer with the hope of obtaining large premiums over the futures due to the supposed scarcity of this particular kind of wheat.—Ichtertz & Watson.



Daily Closing Prices.

The daily closing prices of wheat, corn and oats for May delivery at the following markets for the past two weeks have been as follows:

	Dec. 27.	Dec. 28.	Dec. 29.	Dec. 30.	Dec. 31.	Jan. 1.	Jan. 2.	Jan. 3.	Jan. 4.	Jan. 5.	Jan. 6.	Jan. 7.	Jan. 8.	Jan. 9.
MAY WHEAT.														
Chicago	116 1/4	116 1/4	117 1/4	115	115	108	111 1/4	111 1/4	111 1/4	111 1/4	111 1/4	112 1/4	111 1/4	111 1/4
Kansas City	108 1/4	108 1/4	109 1/4	107 1/4	107 1/4	100	104 1/4	104 1/4	104 1/4	104 1/4	103 1/4	105	104	104
St. Louis	114 1/4	114 1/4	115 1/4	113 1/4	112 1/4	106 1/4	109 1/4	109 1/4	109 1/4	109 1/4	109 1/4	110 1/4	109 1/4	109 1/4
Minneapolis	123	122 1/4	123 1/4	121 1/4	121 1/4	115 1/4	118 1/4	119 1/4	118 1/4	118 1/4	118 1/4	120 1/4	118 1/4	118 1/4
Duluth (durum)	96 3/4	96 3/4	97 3/4	95 1/4	95	89 1/2	92	92 1/2	92 1/2	92 1/2	92 1/4	94	93 1/4	93 1/4
Winnipeg	113	112 1/4	113 1/4	110 1/4	110 1/4	106 1/4	108 1/4	109	108 1/4	108 1/4	108 1/4	109 1/4	108 1/4	108 1/4
Toledo	129	129	129 1/4	126 1/4	124	118	121 1/4	122	121 1/4	122	121 1/4	123	.....	.....
Milwaukee	116 1/4	116 1/4	117 1/4	115	115 1/4	107 1/4	111 1/4	112	111 1/4	112	111 1/4	112 1/4	.....	.....
MAY CORN.														
Chicago	54 1/2	54 1/2	55	53 1/4	53 1/4	52	53 1/4	53 1/4	53 1/4	53 1/4	53 1/4	53 1/4	53 1/4	53 1/4
Kansas City	47 1/4	48 1/4	47 1/4	46 1/4	46 1/4	45	46 1/4	46 1/4	46 1/4	46 1/4	46 1/4	46 1/4	46 1/4	46 1/4
St. Louis	53 1/4	53 1/4	54	52 1/4	52 1/4	50 1/4	52 1/4	51 1/4	52	52	52	52 1/4	52 1/4	52 1/4
Milwaukee	54 1/2	54 1/4	55 1/4	54	53 1/4	52	53 1/4	53 1/4	53 1/4	53 1/4	53 1/4	53 1/4	.....	.....
MAY OATS.														
Chicago	38 3/4	38 3/4	39 1/4	38 3/4	38 1/4	37 1/4	38 1/4	38 1/4	38 1/4	38 1/4	38 1/4	39	38 3/4	38 3/4
Kansas City	36 3/4	36 3/4	37 1/4	36 3/4	36 1/4	35	35 3/4	35 3/4	35 3/4	35 3/4	36	36 3/4	36 1/4	36 1/4
St. Louis	40 1/4	40 1/4	40 1/4	40 1/4	40	38 3/4	39	39	39	39	39	40 1/4	40 1/4	40 1/4
Minneapolis	33 1/4	33 1/4	34 1/4	33 1/4	33 1/4	31 1/4	32 1/4	32 1/4	32 1/4	32 1/4	33	33 1/4	33 1/4	33 1/4
Winnipeg	45 1/4	45 1/4	46	45 1/4	45 1/4	43 1/4	44 1/4	44 1/4	44 1/4	44 1/4	44 1/4	45 1/4	44 1/4	44 1/4
Milwaukee	38 3/4	38 3/4	39 1/4	38 3/4	38 1/4	37 1/4	38 1/4	38 1/4	38 1/4	38 1/4	38 1/4	39 1/4	.....	.....
MAY RYE.														
Chicago	91	90 3/4	91 1/4	88	88	82 1/4	84 1/4	84	84	84	84	84 1/4	84 1/4	84 1/4
Minneapolis	82	81 1/4	82 1/4	80	78 1/4	73 1/4	75 1/4	75 1/4	75 1/4	75 1/4	76	76 1/4	76	76
Duluth	86 1/4	85 1/4	87 1/4	83 3/4	83 1/2	78	80	79 3/4	80	80	80 1/4	80 1/4	80 1/4	80 1/4
Winnipeg	92	91 1/4	92 1/4	88 3/4	89	83	84 1/4	85 1/4	85 1/4	85 1/4	85 1/4	85 1/4	85 1/4	85 1/4
MAY BARLEY.														
Chicago	58	57 1/4	57 1/4	56	55 1/4	55 1/4	55 1/4	57 1/4	57 1/4	57 1/4	57 1/4	57 1/4	57 1/4	57 1/4
Minneapolis	48 3/4	48 1/4	48 1/4	48 1/4	47 1/4	47 1/4	47 1/4	47 1/4	47 1/4	47 1/4	48 1/4	48 1/4	48 1/4	48 1/4
Winnipeg	59 1/4	58 3/4	59 1/4	58 1/4	58 1/4	56 1/4	57 1/4	57 1/4	57 1/4	57 1/4	57 1/4	58 1/4	58 1/4	58 1/4

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

ILLINOIS.

Cropsey, Ill., Jan. 5.—Very little grain moving here at present.—Pratt & Blair.

Fiatt, Ill., Dec. 26.—No grain moving. Wheat is practically all shipped out.—Fiatt Farmers Co-op. Co.

Hallsville, Ill., Jan. 3.—Not much grain moving at present. Farmers are waiting for a better price.—Hallsville Elvtr., J. F. Bartley, mgr.

Lanark, Ill., Jan. 9.—All corn around here being taken by feeders around 45c and do not think we will have enough to go around. Some oats moving but very slowly.—Alfred Cram, mgr. Lanark Farmers Co-op. Ass'n.

Springfield, Ill., Dec. 31.—Corn husking is practically ended except in the southern counties where weather conditions have held it up. Very little of the grain has been moving to market of late.—S. D. Fessenden, agricultural statistician.

INDIANA.

Clinton, Ind., Dec. 30.—Very little grain moving.—John H. Wright.

Cates, Ind., Dec. 22.—Most of the farmers are cribbing their corn, holding it for higher prices. Seventy per cent of the oats, wheat and rye have been marketed.—S. J. Mettee, mgr., Cates Elvtr.

Teegarden, Ind., Dec. 30.—Farmers marketing very little grain. Seems like they would rather let bills run than sell corn and oats at present prices. Little wheat in farmers' hands, but they have practically all the corn, and if hogs can be had they prefer to let the corn walk off the farms.—J. M. Roelke.

Wheat Movement in December.

Receipts and shipments of wheat at various markets during December, compared with December, 1920, were as follows:

	Receipts		Shipments	
	1921.	1920.	1921.	1920.
Baltimore	1,772,083	3,592,224	2,022,148	2,924,514
Chicago	824,000	2,478,000	724,000	1,306,000
Cincinnati	187,200	169,200	116,400	115,200
Duluth	2,680,630	4,347,989	3,405,590	4,835,676
Galveston			1,137,000	5,494,391
Pt. William	23,772,722	27,924,643	18,030,714	23,812,000
Kansas City	6,543,450	6,667,650	3,315,600	6,033,150
Indianapolis	166,000	114,400	49,000	42,900
Los Angeles, cars	214	177		
Milwaukee	106,650	396,881	87,950	111,295
Minneapolis	8,577,270	10,540,580	2,348,860	4,636,350
New York	9,348,600	12,112,569	6,365,000	12,656,000
Omaha	1,150,800	1,773,600	1,209,600	1,846,800
Philadelphia	6,691,529	4,363,776	4,133,253	4,253,470
San Francisco, tons	1,886	1,628		
St. Joseph	711,200	394,800	443,800	214,230
St. Louis	1,771,625	4,020,918	1,392,315	2,283,630
Texas City			493,600	
Toledo	462,500	497,300	478,965	98,027
Wichita	1,696,400	1,260,000	1,000,000	780,000

Corn Movement in December.

Receipts and shipments of corn at the various markets during December, compared with December, 1920, were as follows:

	Receipts		Shipments	
	1921.	1920.	1921.	1920.
Baltimore	3,546,438	267,498	2,316,060	497,141
Chicago	18,288,000	6,223,000	6,311,000	3,379,000
Cincinnati	587,200	466,200	345,600	288,000
Duluth	1,514,330		84,072	
Pt. William	1,170	1,447	57,032	1,449
Galveston				14,641
Kansas City	1,976,250	931,250	1,286,250	383,750
Indianapolis	2,724,000	2,511,600	3,676,000	1,957,200
Los Angeles, cars	145	105		
Milwaukee	3,749,045	2,043,450	1,498,583	627,495
Minneapolis	1,865,340	1,956,960	1,175,630	1,161,360
New York	2,565,900	179,290	1,829,000	503,000
Omaha	3,439,800	1,016,400	2,380,000	421,400
Philadelphia	818,840	92,699	617,840	25,714
San Francisco, tons	1,451	490		
St. Joseph	1,000,500	433,500	610,000	249,000
St. Louis	3,586,822	1,683,335	2,304,930	518,030
Texas City			921,586	
Toledo	466,250	388,750	156,680	65,064
Wichita	30,000	33,000	20,000	25,000

IOWA.

Lake View, Ia., Jan. 6.—Grain is moving. Bought 10,000 bus. oats and 21,000 bus. shelled corn one week in Dec.—E. C. Sherwood, mgr., Farmers Union Grain Co.

Storm Lake, Ia., Dec. 28.—There is not much grain moving thru this territory. Everybody is waiting for the reduction in freight rates.—Walter J. Green, of John E. Brennan & Co., Chicago.

KANSAS.

Belpre, Kan., Dec. 26.—Not much old wheat is left here.—Midwest Grain Co.

MISSOURI.

Elmo, Mo., Jan. 8.—Eighty-five per cent of wheat shipped out and 80% of corn will be sold to feeders, while balance will be held for more money.—Ed. M. Adkins Grain Co.

Jefferson City, Mo., Jan. 2.—Corn husking is 75% completed. Only 79% of the crop is marketable as it was badly affected by winds and heavy rains in September, and damaged by ear worms and chinch bugs.—Missouri Crop Reporting Service.

NEBRASKA.

Hordville, Neb., Dec. 26.—Not much corn moving; farmers holding for better prices.—Chas. Scherwitz, mgr., Farmers Elvtr. Co.

OKLAHOMA.

Temple, Okla., Dec. 26.—Wheat is all out of farmers' hands.—Temple Milling Co.

Oats Movement in December.

Receipts and shipments of oats at the various markets during December, compared with December, 1920, were as follows:

	Receipts		Shipments	
	1921.	1920.	1921.	1920.
Baltimore	52,261	308,372	49,893	50,000
Chicago	4,474,000	4,559,000	4,448,000	390,300
Cincinnati	212,000	224,000	178,000	250,000
Duluth	362,016	252,068	148,661	9,376
Pt. William	6,238,702	4,849,919	3,739,239	3,051,982
Kansas City	328,100	275,400	481,500	268,500
Indianapolis	754,000	810,000	456,000	766,000
Los Angeles, cars	29	28		
Milwaukee	1,336,580	1,042,320	870,570	1,234,850
Minneapolis	2,356,720	1,883,100	2,060,910	1,318,170
New York	1,051,009	588,000	495,000	124,000
Omaha	726,000	666,000	320,000	486,000
Philadelphia	226,978	302,777		30,000
San Francisco, tons	1,141	1,747		
St. Joseph	38,000	74,000	18,000	88,000
St. Louis	1,590,000	2,068,000	1,039,850	1,333,510
Toledo	147,600	275,750	119,545	170,739
Wichita	7,500	6,000	7,000	6,000

Rye Movement in December.

Receipts and shipments of rye at the various markets during December, compared with December, 1920, were as follows:

	Receipts		Shipments	
	1921.	1920.	1921.	1920.
Baltimore	1,330,389	1,101,916	969,763	814,260
Chicago	128,000	655,000	538,000	317,000
Cincinnati	1,200	10,800	6,000	12,000
Duluth	778,916	1,165,295	713,538	1,200,303
Pt. William	447,447	459,478	277,092	455,920
Galveston			85,814	171,428
Indianapolis	13,000	5,600	6,000	9,800
Kansas City	33,000	82,500	31,900	135,300
Los Angeles, cars	1	1		
Milwaukee	102,860	391,760	64,680	350,620
Minneapolis	390,660	636,680	200,920	603,230
New York	338,800	2,024,000	289,000	2,441,000
Omaha	173,600	170,500	161,000	239,800
Philadelphia	227,189	117,868	175,055	233,798
St. Louis	34,273	133,100	37,720	19,080
Toledo	15,690	52,800	9,870	55,422

Barley Movement in December.

Receipts and shipments of barley at the various markets during December, compared with December, 1920, were as follows:

	Receipts		Shipments	
	1921.	1920.	1921.	1920.
Baltimore	9,985	749,063		576,675
Chicago	583,000	1,221,000	242,000	598,000
Cincinnati	5,200	1,300		
Duluth	60,329	58,396	169,190	130,980
Pt. William	1,227,406	1,746,163	959,873	1,242,293
Kansas City	78,000	175,500	59,800	156,000
Los Angeles, cars	105	95		
Milwaukee	585,555	1,096,925	192,205	107,710
Minneapolis	674,940	2,002,800	692,190	1,726,880
New York	210,600	617,800	75,000	694,000
Omaha	56,000	140,400	72,000	189,000
Philadelphia	16,673			
San Francisco, tons	19,574	19,897		
St. Joseph	3,500		1,750	
St. Louis	96,000	180,000	10,710	47,730
Toledo	1,200	3,800		
Wichita		1,000		1,000

TEXAS.

Higgins, Tex., Dec. 26.—Farmers selling their seed wheat. About 10% of last crop in farmers' hands and they will sell it slowly as it is held by well-to-do men who can hold indefinitely.—Collins & Patton Grain Co.

CHARLES L. ROOS, of the Hunter Milling Co., Wellington, Kan., has been nominated unanimously for pres. of the Millers National Federation for 1922.

THE BUSINESS of handling grain during 1921 has been bad with nine out of ten, I think, but there is a good deal of grain in the country and we ought to do a good deal better the coming year.—M. McFarlin, pres. Central Iowa Grain Co.

SEED grain loans up to \$300 each would be advanced to needy farmers under a bill appropriating \$5,000,000 introduced by Senator McCumber, who also has introduced a bill reimbursing farmers who borrowed elsewhere to repay the government for seed loans in 1918.

A BILL has been introduced in congress by Senator Poindexter, of Washington, to prohibit storing of foodstuffs and other necessities of life so as to affect the price. It exempts farmers, or co-operative ass'ns of producers. A penalty of \$5,000 or imprisonment for not more than 2 years, or both fine and imprisonment, would be provided.

Error in Bringing Suit Defeated Recovery.

H. T. Fowler, of Kansas City, Mo., sold 10 cars of corn to Charles Land & Co., thru H. L. Huff, a member of the latter firm, at Laredo, Tex., but Land & Co. failed to take the corn on contract and Fowler brought suit for damages, naming Chas. Land as defendant and stating that he "sometimes uses and does business in the name of Chas. Land & Co."

The Court of Civil Appeals of Texas affirmed a decision of the district court of Nueces County against Fowler, holding that altho a good case had been made out against the partnership, the partnership was not the defendant so that a judgment against Land & Co. could not apply against Land as an individual.

If the suit had been started against Land & Co., and papers had been served on Chas. Land, the latter would have been liable and judgment would have been given against him, also, individually.—234 S. W. Rep. 709.

Exports of Grain Weekly.

[From Atlantic and Gulf Ports, in Bus., 000 Omitted.]

	Wheat.		Corn.		Oats.	
	1921.	1920.	1921.	1920.	1921.	1920.
July 2...	5,536	6,851	1,848	56	1,084	26
July 9...	5,981	5,771	2,817	35	1,154	800
July 16...	5,807	8,556	3,016	89	1,159	322
July 23...	5,359	8,990	3,132	157	908	1,006
July 30...	7,015	7,033	3,192	43	1,895	867
Aug. 6...	10,355	6,375	2,897	52	2,068	353
Aug. 13...	7,777	7,220	1,787	102	511	9
Aug. 20...	9,682	6,919	2,254	63	800	46
Aug. 27...	12,628	11,253	2,839	122	499	166
Sept. 3...	8,690	6,425	1,469	9	184	52
Sept. 10...	10,609	8,203	2,223	55	338	130
Sept. 17...	8,200	10,902	3,981	67	390	50
Sept. 24...	7,515	10,572	3,341	76	125	119
Oct. 1...	8,186	7,476	3,025	75	255	112
Oct. 8...	7,395	7,427	2,302	297	168	186
Oct. 15...	5,210	9,345	2,925	323	99	226
Oct. 22...	7,782	7,985	1,999	401	67	368
Oct. 29...	7,849	8,189	1,136	212	80	275
Nov. 5...	4,944	7,768	1,790	463	217	238
Nov. 12...	6,291	6,072	1,513	474	228	475
Nov. 19...	5,907	8,113	2,145	1,061	439	466
Nov. 26...	4,153	7,988	1,624	170	612	185
Dec. 3...	7,420	8,009	2,108	466	565	180
Dec. 10...	5,748	7,256	1,172	209	270	21
Dec. 17...	6,018	7,924	2,424	231	608	85
Dec. 24...	6,267	6,510	2,253	250	588	124
Dec. 31...	4,685	9,509	1,176	144	561	34
Jan. 7...	5,484	9,429	3,008	504	341	249
Total since July 1...	186,970	208,073	62,064	5,570	15,136	6,805

Damages for Wrongful Conversion by Warehouseman

The Supreme Court of Montana in the suit by the State for the benefit of the Broadwater Farms Co. against the Broadwater Elevator Co. on Oct. 27, 1921, gave a decision covering four points under the Montana warehouse act of 1915, chapter 93.

The Broadwater Elevator Co. was licensed as a public warehouseman and operated elevators at Townsend and Toston, Mont. In the fall of 1915 the Broadwater Farms Co. delivered wheat to the elevator company and received the following receipt, complying with the law:

"Received in store from Broadwater Farm Co. Four thousand nine hundred twenty-six bushels of 2 H. W. (kind or grade of grain).

"Weighed and graded by Thos. Sheehan.

"Gross lbs.

"Tare.

"Net lbs.

"Gross bus. 4,967.50.

"Dockage, 41.50.

"Net bus. 4,926.00.

"This lot of grain has been stored with grain of the same kind and grade and a similar quantity and grade is deliverable upon the return of this receipt properly indorsed by the person to whose order it was issued and the payment of the proper charges for storage and handling.

"This grain is insured for the benefit of the owner.

"Dockage on wheat and rye is in pounds per bushel; on flax in percentage of the gross amount. No dockage is permitted on other grain.

"Broadwater Elevator Company,
By A. W. Finch, Manager.

"Advanced—
"60c per bushel."

Indorsed on back thereof:

"Subject to the following charges and conditions:

- "1. [Relates to the limitation of charges.]
- "2. [Relates to cleaning of the grain.]
- "3. Our account for seed, bags, merchandise or cash that we may have furnished or become responsible for, with interest due thereon until paid."

The elevator company soon after shipped out and sold the wheat, and in May, 1916, sold its elevator and the few remaining bushels of grain, and lost the proceeds in hedging transactions, on misgrades and leaks in transit. At no time were the warehouse receipts called in but are yet outstanding, nor was there any entry in the books as the law requires, of the purchase of this wheat.

On June 9, 1916, the Broadwater Farms Co. wired the defendant:

"Sell our wheat immediately at Mpls. price and send draft to me. Wire price today at which sold."

On the same date the defendant company replied:

"Sold your wheat as your wire. Our market here today Basis Mpls. eighty-three cents. Mail storage ticket to State Bank Townsend and will take up at once."

This seems to have been merely an attempt to close up the deal, as the defendant had no money in the bank of Townsend and had made no arrangements with the bank for taking up the receipt. Manager Finch testified that when he sent this wire he did not deliver any wheat to the alleged purchaser, nor receive any money from it; that there was no wheat there to sell; that the company was unable to pay its debts, altho it had not been declared a bankrupt.

After trying all summer to collect suit was started against the company and its bondsmen Oct. 30, 1916, by the state, the Farms Company and others, and the district court of Broadwater County set the date of conversion of the wheat at June 1, as to two interests and at Aug. 2, 1916, as to the Farms Co., allowing damages as of those dates but not holding the bondsmen for all of the judgment. Plaintiffs took an appeal to have the amount increased and all the bondsmen made liable for the full amount.

The Supreme Court said: "The particular questions presented are:

(1) Was the original transaction a sale or a bailment, and incidentally involving the admissibility of certain oral evidence?

(2) Did the transactions subsequent to the issuance of the storage receipts constitute a sale of the wheat to the elevator company?

(3) What is the measure of damages?

(4) Are the bondsmen liable?

No oral modification permissible.—Defendant introduced evidence that at the time of the issuance of the warehouse receipt an oral agreement was entered into which amounted to a sale of the wheat.

The law specifically prohibits a public warehouseman from inserting "in any storage receipt any language limiting or modifying his liabilities or responsibilities as imposed by law." Section 31, c. 93, Laws 1915. The warehouseman being prohibited by law from inserting such a provision in the receipt, he cannot read it therein by proving a prior parol or contemporaneous agreement, converting the storage receipt into a bill of sale or limiting his liabilities to that of a purchaser. The receipts issued and outstanding are binding contracts, and it was error to admit this evidence.

Damages on Highest Price.—At the trial and before the introduction of any evidence, plaintiffs served notice that they demanded the highest market price of wheat between the date of the conversion and the date of the decision and judgment of the court. This seems to be sufficient to raise the question, unless the plaintiff has otherwise limited himself by his pleading. *Potts v. Paxton*, 171 Cal. 493, 153 Pac. 957, 959; *Funk v. Hendricks*, 24 Okl. 337, 105 Pac. 353. However, the time should terminate with the submission of the cause for verdict or decision, for there was not any evidence taken after that time. The respondents contend that in equity and good conscience they ought not to be required to do more than to pay to plaintiffs the amount plaintiffs were willing to accept prior to the institution of the suit, and which was then the prevailing price of wheat, with interest on that amount. In ordinary cases there would be force to this contention. The wheat was undoubtedly stored as the first step toward reaching a market. It was held for high prices. Altho the owners may have been willing to accept a much lower price prior to the suit than that which afterwards prevailed, they did not receive it, and the attempted settlement failed and the wheat was not returned; hence they were prevented by the wrongful act of the defendant company from selling to other parties or of holding for a higher price, which they had the legal right to do. Prior to the enactment of this statute the rule for the measurement of damages appears to have been very uncertain. *Page v. Fowler*, 39 Cal. 412, 2 Am. Rep. 462.

If the provisions of section 6086 are binding in actions of conversion, the public warehouseman, notwithstanding the positive mandates of said chapter 93, by operation of law is given an option to return the grain on demand or to pay the market price at the time, for that would be the measure of his liability. Both sections 6086 and 6087 are general provisions declaratory of principles of law already existing and if complaint is made that a judgment is "unreasonable," "unconscionable," or "grossly oppressive," the appellate court will determine the matter from the evidence, and if there is no evidence the presumption governs. *Ferrat v. Adamson et al.*, supra.

Nor is there any legal obligations resting on the bailor of grain to purchase other grain in order to minimize the damages for which the warehouseman may be liable in case of wrongful conversion. The market is open to the warehouseman, and he may return the grain in kind.

The only question for determination by this court on this branch of the case is whether this action was commenced and prosecuted with reasonable diligence. The wheat was deposited in the fall of 1915 and receipts issued. The receipts do not prescribe any time within which the demand for return of the wheat must be had. These demands were not made until the spring and summer of 1916, and a great deal of that summer was spent in attempted settlement. There was temporizing and delay. On October 30, 1916, the complaint in this action was filed. On February 13, 1917, the answer of the defendants was filed. On February 17, 1917, the replication of plaintiffs was filed. On February 26, 1917, defendants filed an amendment to their answer and on that day the trial was had. There was not any evidence introduced here as to lack of diligence (*Wilson vs. Matthews*, 24 Barb. [N. Y.] 295), and as a matter of law it appears from the record that there was not any lack of diligence, either in com-

mencing or prosecuting the action. This being the case, the rule of the statute is binding upon this court, and the highest market price of the wheat between the date of the conversion and the time of the trial must be the measure of damages. The precise date of this conversion is difficult to fix. It appears from the evidence that the defendant company disposed of all of its holdings, including its elevators, at a date not later than May 10, 1916.

It is stated as a general rule that—

"Ordinarily, the date of demand and refusal is the date of the conversion. If an actual conversion has previously occurred, demand and refusal as evidence of the time of conversion relates back to that event." (30 Cyc. 2032, and note 74.)

The purpose of the law in requiring a bond is to protect the bailors from wrongful acts of the warehouseman, and if the principal is liable the sureties are liable. The release, or attempted release, or withdrawal of the bondsman without the agreement of the injured party is of no avail as a defense in an action for damages following from wrongful acts already done.

We recommend that the order appealed from be affirmed; that the cause be remanded to the district court, with instructions to modify the judgment appealed from by entering judgment in favor of the plaintiffs and against all of the defendants for the highest market price of the wheat prevailing, as appears from the evidence, between the date of the conversion as herein fixed and the date of the trial of the action, less the storage charges due in each case, less also the money advanced, with 8 per cent interest thereon from the time the same was advanced up to the time of the demand and tender.—201 Pac. Rep. 687.

Illimitable Possibilities of the Radio.

When Morse invented the telegraph little did he dream that his first line between Washington and Baltimore would develop into the private "wire" systems that we have to-day, with brokerage firms on all the exchanges using the private wire as the foundation of their immense business. Nor can anyone now foresee what the experiments of the young Marconi on the plains of Italy will lead to as the fruits of the utilization of Hertzian waves in the atmosphere instead of wires for telegraphy and telephony.

The wire stood for secrecy and monopoly. The Hertzian wave stands for publicity and freedom of trade.

The first self-propelled vehicles were known as "horseless" carriages just as the Hertzian wave telephony is known as the "wireless" telephone, better named the radio.

A radio sending equipment on the roof of the Chicago Board of Trade building or conveniently near by could broadcast the continuous market quotations over the entire country, doing away with the use of the private wires as sending agencies. The information going out over the private wires at present is just what suits the interest of the brokerage firms to disseminate. They may send a jumble of grain, stock and cotton quotations over the same wire, filling the branch office customers with encouragement when the markets are rising. The radio from the official Board of Trade, however, would be entitled to the fullest confidence and all traders could rely upon it. Such a distribution from one central point would do away with the establishment of hundreds of minor sending radio stations such as that described on pages 846 and 847 of the Journal for Dec. 25, 1921.

The cheap receiving sets are somewhat inefficient and the wire telephone companies are contemplating installing the very best of receiving equipment at all principal telephone centrals to give subscribers the wireless 'phone service over the patron's own wire from the local exchange to his place of business or residence.

The fact that anyone can install a very good radio telephone receiving outfit for \$250 will introduce an element of competition into telephone service that should have some effect in restraining advances in rates such as that complained of by the Omaha Grain Exchange in its protest to the Nebraska State Railway Commission against the 10 per cent advance in the new schedules filed by the Northwestern Bell Telephone Co.

Railroads Collecting Increased Ground Rentals for Elevator Sites

Colorado.

Pay \$5 Per Year.

Ramah, Colo.—We pay \$5.00 per year for each lease we hold on right of way. Have been paying same for years.—Lem Gammon.

Pay U. P. R. R. \$10.

Orchard, Colo.—We have 80 feet of track-age on the Union Pacific R. R. and pay \$10 per annum. We have paid the same for the past four years.—Orchard Grain Co.

\$12 for 50 Ft. Space.

Steamboat Springs, Colo.—We have two railroad sites which we rent from the railroad company at \$12 each for a 50 ft. space.—C. M. Dinius, mgr. Yampa Valley Milling & Elevator Co.

Get 100x275 Ft. for \$10.

Stratton, Colo.—We pay a nominal rental of ten (10) dollars per annum here for 275 feet front on R. R. track extending 100 feet from track. Have no knowledge of any new arrangement, and do not look for any.—The Stratton Equity Exchange Co., J. W. Hoot.

Can Not Afford to Operate on Right of Way.
Lamar, Colo.—Several years ago we learned at the expense of our bank account that we could not afford to operate on leased right of way and therefore surrendered all our leases and located our improvements on our own real estate, and constructed at our own expense track facilities to them.—Strain Bros.

Pay D. & S. L. R. R. \$5 per Year.

Parshall, Colo.—About fourteen years ago, G. W. Dow, then owner of this store, leased two places along sidetrack from R. R. Co. One for coal shed at one dollar per year, and one for warehouse about 20x125 ft. at five dollars per year. The property changed from G. W. Dow to J. W. Hugus & Co., then to Rendle, Dow & Co. and we pay now the same as original agreement.—Rendle, Dow & Co., C. H. Dow, Mgr.

U. P. R. R. Charges \$50 per Year.

Eaton, Colo.—We have 250 feet of track frontage for which we pay \$50 per annum. Rent has been the same for last five years. We just put in a pipe line four feet under ground on the Union Pacific right of way so as to have City water at buildings which are on the same right of way and the R. R. Co. has compelled us to pay \$5 per annum additional. We did not have the least idea there would be any charges till after the pipe was laid. This is a small town of about 1200 people. Our annual rental now amounts to \$55.—The Potato Growers Co-Op. Co.

Illinois.

Satisfied.

Elwood, Ill.—We have a very low rental and there has been no change for the past forty years. We are satisfied.—J. C. Beattie & Son.

\$25 for 400 Feet.

Claytonville, Ill.—We pay \$25 per year which I consider reasonable, as we occupy about 400 feet of the side track with coal sheds, office and elevator.—S. M. Rose of Beebe & Rose.

Any Charge Is Unjust in Principle.

San Jose, Ill.—I pay the railroad company \$12 per year for lease for elevator, cribs and coal shed, which I think is an unjust charge, altho small. I do not know what the railroad company would do if it were not for the grain men who put their money into buildings and equipment to receive and store bulk grain until the railroad company gets ready to haul it to market.—John Fryer.

Raised from \$15 to \$85.

Penfield, Ill.—When we succeeded Wood & Collins in June, 1919, they were paying \$15 a year each for both plants on the Illinois Central, which certainly is all the ground is worth. The Illinois Central raised the rent on us the first year to \$85 for each plant. That is more than the land would sell for, as this is a small town of probably 350 persons. Lots here 56x130 would not be worth over \$130, yet the rental is based by the I. C. at 6 cents per square foot. I understand the C. & E. I. is charging firms with much more ground \$10 per year.—O. E. King, mgr. Penfield Grain & Coal Co.

Increased Under Misrepresentation.

Mt. Zion, Ill.—Our rents have increased from \$22 to \$100 per year for our location on the joint track of the Illinois Central and Pennsylvania. We do not know what they will do when our lease runs out in three years. The rent is too high.

The railroad "fibbed" to us when they raised our rent, stating that the public utilities commission made them do it altho the railroad company did not want to raise the rent. We found out afterwards that the Utilities Commission did not have anything to do with it.—Smith & Scott Grain Co.

Bulldozed into Paying \$28 per Year.

Kernan, Ill.—In 1920 I paid the A., T. & S. Fe R. R. \$12. I am now paying \$28 per year rental on \$409 valuation on a strip of right of way 85 wide x 284 ft. long. The railroad company expects a grain dealer to go out and hustle to get business then soak him on rent and threaten him with termination of lease if his shipments fall short of boom years.—M. Funk.

Charges Are Almost Prohibitive.

Newton, Ill.—We have a warehouse on the T. St. L. & W., two warehouses on the Pennsylvania and one warehouse on the Illinois Central right of way. These leases now cost us two or three times as much as they did before the Government took over the roads and we consider them unreasonable. We shall be glad to bring pressure to bear on our representative. We consider the charge almost prohibitive and would not under present rentals erect another warehouse on railroad property.—Arnold & Swick.

Ask \$41.44 Rent for Side Track.

Stonington, Ill.—The Wabash Ry. Co. agent at this place presented us with a new 5-year lease covering our side track to our elevator here, said track being on property owned by the railway company and the elevator being on our own ground. The new lease which is drawn up for five years calls for a rental of \$41.44 per annum in advance and our old lease which will expire on Jan. 13, 1922, called for about \$17 per annum. We think this price is exorbitant. Have we any recourse or will we be compelled to sign the new lease in its present form?—Young Bros. Grain Co., Otto F. Young, Prop.

Indiana.

Moved Off.

Templeton, Ind.—We paid railroad \$10 per year for ground for coal sheds, but have just moved off.—Kennedy Bros.

Ground Rental Increased 200 or 300%.

Kendallville, Ind.—Our present ground rental is two or three times our original rent, but at the start rent was nominal.—Campbell & Co.

Ground Rent Increased 114%.

Greencastle, Ind.—I am located on the St. Louis div. of the Big 4 R. R. My rent has been increased 114 2/7% during the last five years.—Dan Besser.

Rent Increased 500%.

Clifford, Ind.—We are paying five times the ground rent paid railroad by our predecessor, which we consider entirely too much.—Clifford Co-op. Co., A. C. Newton.

\$10 Per Year.

Enos, Morrocco, Ind.—I have a pair of scales on R. R. right of way for which I pay a ground rental of \$10 per year. My elevator is on my own ground.—Mark Templeton.

Ground Rent Doubled in 1920.

Hillsburg, Ind.—We are located on the L. E. & W. R. R. Our ground rent was raised in 1920 from \$35.00 to \$72.00. Nothing new has been proposed since.—Ogle Cook Grain Co., per M. Cook.

Object to Any Further Increase in Ground Rent.

Berne, Ind.—We pay the G. R. & I. R. R. \$50 per year ground rental. We consider this enormous and believe the Public Utilities Commission should forbid any further increase.—Berne Grain & Hay Co.

Railroad Company Occupies Land, Pays no Rent.

Seymour, Ind.—We are not located upon the R. R. right of way. The B. & O. R. R. Co. has a switch upon our land and this is operated under an agreement.—Farmers Co-operative Elevator Co.

Get Building from N. Y. C. for \$50.

Bristol, Ind.—Our elevator is situated over the N. Y. C. freight house. So far the railroad has not asked any more rent. We have had it for five or six years. We pay \$50.00 for the upper floor and about 1/3 of the lower floor, which we use as storage for feed and hay.—Henry T. Rine.

Ground Rents Reasonable.

Connorsville, Ind.—Our plants are located at Connorsville and Lyonsville on C. I. & W. right of way. We have been in business less than three years. No advance in rentals has been made during that time. We feel that our rentals are reasonable.—Fayette Grain Company, per C. O. Wise.

Wabash Raised Rent from \$10 to \$75.

Williamsport, Ind.—Until two years ago we paid only \$10 per year ground rental. Wabash R. R. threatened and harrassed me until finally I gave in and now pay \$75 per year rental. A holdup, of course, but what could I do? Railroad claims 6% on value of land at height of real estate boom.—Williamsport Grain Co., M. E. Keister, prop.

Rental Reduced by Public Service Commission.
Boyleston, Ind.—Elevator is located upon the L. E. & W. right of way, which is owned by the R. R. In the year 1920 the rental was \$46.00 per year. For the year 1921 the railroad sent us a contract calling for \$123.00. We had this reduced by the Public Service Commission to \$61.50 per year.—Boyleston Grain Co.

Pay Big 4 \$100 Per Year.

Maxwell, Ind.—We are located on the P. & E. Division of the Big 4 R. R. and are now paying \$100.00 per year for a small amount of land. We bought this plant about three months ago. I do not know what rent has been paid in the past, but I do know that it has been raised considerable in the past two or three years.—Maxwell Grain Co.

Penn. R. R. Asks New Lease.

Fowlerton, Ind.—We occupy 34x174 feet on the Muncie branch of the Penn. R. R. We think we have a lease, but the R. R. Co. wants us to sign an application for a new lease that will cost us \$12.00 per annum, and it reserves the right to cancel at any time on 30 days' written notice. The rental is not so high, but the railroad could raise it every thirty days if it chose to do so.—Fowlerton Elevator & Feed Co., D. C. Duling, Sec.-Treas.

Freight Produced by Grain Shipper Entitles Him to Low Rent.

Fountain, Ind.—While the Wabash R. R. charges us \$10 per year rent about one-half of our plant is on private ground. We have paid \$10 for the last four years and have not been notified of a change. We give the Wabash 40,000 to 50,000 bus. of grain annually out of this station, which is net gain in the volume of its freight, as it got no grain out of this station before we came here. Auto trucks are making short hauls much cheaper than the railroads.—Fountain Grain Co., P. E. Grimes.

Increased Ground Rent from \$12 to \$25.

Boonville, Ind.—We have one lease on the Southern Railway right of way on which we have a warehouse. Until about eighteen months ago the railway company charged us \$12.00 per year for the use of this ground, then they increased it to \$25.00 per year. We have 40 feet of track frontage. The value of the ground is about \$100. We are unable to see why they ask us more for this ground now than they did two years ago. We are the only parties having a warehouse at this point, and they receive all the freight shipped from this station.—Boonville Milling Co., per M. C. G. Roller, Sec'y.

Bulldozed Into Paying Double Old Rent.

Waldron, Ind.—I am located on the C. C. C. St. L., between Indianapolis and Cincinnati, on a small strip the title to which is questionable. I was forced by the R. R. Co. to increase from \$20.00 a year to \$40.00 which any sane person knows is altogether out of reason, but after refusing to meet the increase the company threatened to bring suit to force collection, so I paid the sum. As to some relief from this extortion I hardly know what to offer other than to try to secure the enactment of a law by which dealers occupying railroad ground would be protected.—Otto Wagoner.

Rent Jumped from \$10 to \$60 Per Year.

Rockport, Ind.—We occupy leased ground owned by the Southern Railway Co., 90 by 100 feet, 90 feet paralleling a siding for loading and unloading cars. We paid a rental of \$10 per year in 1906, the last few years we have been paying \$60 per year. We are helpless in the matter, and unless our legislature comes to the relief of our class of grain dealers it looks as if we will be forced out of business while the road gets double freight out of every pound either shipped in or out. Our grain elevator holds about 7,000 bus. grain, we also have a double corn crib and warehouse on the lease, warehouse used for hay and feed.—Jeff Ray & Son.

Asks Rent for Use of Sidetrack.

Wolcott, Ind.—The Railroad Co. proposed charging rent for the use of the siding where cars stand while we are loading out grain, but to date it has done nothing but talk. In the fall of 1920 we erected a coal unloading outfit and were required to pay \$22.75 annually to the R. R. for the privilege of using 43 feet of track, payment to be made in advance. There are several conditions, all in favor of the R. R., such as all repairs to be done by us, any damage to employees of the R. R. or to others on that portion of the track to be borne by us, etc. We are located on the Effner Branch of the Pennsylvania R. R. west of Logansport.—Farmers Co-operative Co.

Pay for Upkeep of Sidetrack Denied.

Wolcottville, Ind.—Our buildings are on the G. R. & I. and the Wabash right of way, one each. The rental on the G. R. & I. is \$15.00 per year and on the Wabash is \$10.00, with no other cash payments required. At one time we were notified that we would be required to pay our proportionate share of the upkeep and repairs on the siding, which was also used as storage track, etc. This we in company with the other industries served refused, and in a few days we were notified that the ruling was out of order, and we would not be asked to pay for the track, which was in no sense a private or industrial track. Within the past four years there have been no advances in rent.—Wolcottville Elevator Co., Pierce.

Raised \$10 to \$120.

Twelve Mile, Ind.—We use a small plot of ground belonging to the C. & O. Ry. of Indiana, 16 ft. at one end and 14 ft. at the other, for which heretofore we have been charged \$10 per year. Now they want to raise the rental to \$120, which we do not feel like paying.—J. E. Kingery, mgr. Farmers Elevator Co.

Rent Raised from \$40 to \$75.

Mooreland, Ind.—Two years ago our lease cost us \$40, now we are paying \$75 per year. In addition to that our predecessors were behind something like \$3.34 and we were compelled to pay that. Our sidetrack is in very bad condition and all work done on it is charged to us. The Big 4 railroad seems to have us at its mercy and certainly takes every advantage.—Mooreland Co-operative Co., Samuel F. Scott, mgr.

Favors Rental of 5% on Fair Valuation.

Crawfordsville, Ind.—We have two leases on the C. I. & W. R. R., one at North Salem, Ind., and another at Barnard, Ind. We are paying \$10.00 per year for each of these leases and they contain quite a bit of ground. We have a lease at Lapland, Ind., on the C. I. railroad for which we pay \$15.00 per year. The value of the land in each of these places is very small and would practically be waste land to the railroad if it were not for the elevators being located on it. Our opinion on the lease proposition would be a 5% interest on a valuation after an appraisal of said ground, if elevator was not located thereon. We do not feel that the railroads should furnish this ground free of charge any more than someone should furnish us a house to live in free of charge. The leases which they write up are very long and complicated, with all the rights and privileges in favor of the railroad company. We believe that these leases should be written by a joint committee representing the railroads, the elevator owners and the railroad commission so that there is fair play to all parties concerned and a little of the Golden Rule put into practical use.—Busenbark Grain Co., per N. Busenbark.

B. & O. Increased Rent from \$5 to \$30.

Teegarden, Ind.—My elevator occupies leased ground on the B. & O. right of way. In 1917 and prior to that year I paid \$5 per year annual rental, now I pay \$30 per year in advance and have a binding agreement all in favor of the railroad company. Lease is supposed to release it from all liability in case of fire whether same originates from its engines or negligence or whatever cause. We are required to remove elevator in 30 days should railroad decide that it wants the ground. Lease contains numerous other clauses in railroad's favor.

I think the Journal could do no better work for the grain men than to publish articles on this subject and educate the grain men so they would construct an elevator on the ground of the railroad only in places where it was absolutely necessary to do so. The R. R. does not allow a man to put up a sign or anything without its approval. It is high time that the railroads of this country be halted in their great greed. The railroads are restraining trade, still the Interstate Commerce Commission is upholding them, and it begins to look like the Interstate Commerce Commission if the reports are true are for the railroads instead of the public. How long will the American people stand to be worked by the railroads?—Farmers Supply Co., By R. E. Lehman.

Minnesota.

\$15 for 150 Feet.

Bejou, Minn.—We have been paying \$15 per year for rent of about 150 ft. along the Soo tracks.—Farmers Co-Operative Elevator Co.

A Graft to Charge Any Rental.

Gully, Minn.—I think that as long as the railroad company is getting this business it seems like a small graft to charge any rental. We are paying \$15 per year rental for ground for elevator on the Soo Line, which is not bad.—L. H. Aos, mgr. Farmers Elevator Co.

Missouri.

Pay \$15 Per Year.

Anglum, Mo.—Our elevator is on the Wabash Railroad property and we pay \$15 per year rent on a 5-year lease running to 1926.—E. R. Goddard, mgr. Florissant Valley Co-Operative Elevator Ass'n.

Montana.

No Increase.

Livingston, Mont.—We have had no increase in the rental of the three elevators we have situated on the Northern Pacific right of way.—Park County Milling Co.

Nebraska.

Pay \$10 Per Year.

Rosalie, Neb.—We pay \$10 per year as we have for the past 12 years; and have not heard any different proposal.—G. V. Patrick, mgr. Farmers Grain Co.

Raised from \$5 to \$60.

Cozad, Neb.—Five years ago I paid \$5 a year for my lease. A year or two later I paid \$48; then \$60, which I am paying now and I believe I signed up for 5 years at this price. I have

85 ft. front, 150 feet running along the right of way. My lease is based on the Nebraska state value of ground.—W. G. Adams.

An Advance from \$5 to \$70 Cancelled Lease.

Beatrice, Nebr.—Our plant proper is on our own ground, but adjacent to same there was a vacant lot which we leased for a great many years at \$5 per year. Originally we had a line of coal sheds on this lot, but we tore these down, and occupied the ground with a small barn and another old building. After we vacated the ground for coal sheds, the Railroad Co. undertook to raise the lease to \$70 per year, and nagged us continually until we removed the barn and the other old building. The nature of the lot is such that it will be vacant indefinitely for, with the tendency of the Railroad Companies to advance rentals and nag the people they lease to, no sane person will lease the ground and put any permanent or semi-permanent improvements thereon.—Pease Grain and Seed Co., by Pease.

Ohio.

Pay \$12.50 Annually.

Ringwood, O.—We pay \$12.50 annually for our lease and hold two leases for elevator and warehouse.—Farmers Elvtr. Co., H. L. Vance, Mgr.

Keeps Up Siding for Other Shippers.

Ansonia, O.—We own our real estate, we are located on the C. C. C. & St. L. Ry. They ask us to keep up the siding.—The Peoples Grain Company.

Rent Raised from \$25 to \$167.40.

New Bremen, O.—My elevator is located on Lake Erie & Western ground. I have always paid \$25 a year until this year the railroad raised the rent to \$167.40. That is too much of a raise.—H. W. Rairdon.

Annual Rent More Than Ground Would Sell For.

Irwin, O.—The ground we occupy here formerly was rented for \$33.50 per year, but since May, 1920, we have been paying \$100. The entire ground is not worth that much.—The Milford Center Grain Co.

Producing Freight for Erie R. R. Rewarded With Increased Rentals.

Kemp (Kempston P. O.), O.—We have been on leased railroad ground since June, 1915. Our original lease called for \$15.00 per year which run for about three years, since that time it has been \$20.00 per year. Our plant here has created thousands of dollars' worth of freight for the Erie. We only want a fair, square deal. We have made some objections to the raise, but nothing came of it.—J. B. Peters.

Railroads Trying to Put Shippers Out of Business.

Gallon, O.—When we owned elevators they were on private ground, and in fact this is the only way we would want to own an elevator. For several years we have owned a small hay barn located on Pennsylvania Co. ground at Crestline, O. The building is small and we have only enough land leased for the small building, and we pay \$50.00 per year rental. This is way out of reason, as we have land that would be an absolute waste were we not renting it, and we feel a nominal sum of say \$10.00 a year would be enough.

The Railroad Companies are advancing the rentals all the time, seemingly trying to put dealers out of business instead of encouraging business.—C. E. Switzer & Co.

Oklahoma.

Pay \$20 for 225 Feet.

Union City, Okla.—We pay \$20 per year for 225 ft. along the track.—J. E. Owen, mgr., Farmers Co-Operative Elevator Co.

Pay \$12 per Year.

Blanchard, Okla.—We are located on the A., T. & S. F. and pay \$12 in June of each year. Have done so since 1917, when we built the plant.—G. W. Binyon.

Texas.

Rentals Raised in Texas.

Henrietta, Tex.—The M., K. & T. raised the rent last year from \$5 to \$12 for site on the right of way, and the Ft. W. & D. C. from \$16 to \$24.—Henrietta Milling Co.

Public Uses His Track.

Childress, Tex.—I am using a space on the Ft. W. & D. C. right of way, 40x230 ft., and have to pay \$60 per year. I was forced to build dump for track and pay for everything including labor and all material except the rails for track. I never was allowed a penny back, and the company uses my track for public loading and unloading.—John R. Scott.

A Law Should Govern Rentals.

Graham, Tex.—All of our branch elevators are located on ground leased from the railroad companies. So far they have not made any increases in rentals, but we would like to see a law put thru governing just such business, for as it is a very one-sided lease. They could put a concern to a heavy loss by requiring them to remove their property at 30 days' notice or else put the rent so high it would force them to move.—Graham Mill & Elevator Co., J. S. Criswell, mgr.

Railroad Collects for Real Taxes.

Gainesville, Tex.—The railroads have raised our rental for ground for grain houses several times during the last five years. They also have been collecting for taxes. Their latest proposal is that we pay 6 per cent of the valuation of the land.—Whaley Mill & Elevator Co.

Wisconsin.

Asking Release from Liabilities.

Darien, Wis.—We own the ground on which our elevators are situated, so we haven't had any trouble over ground rents, but the railroad agents have been around to get us to release them of all obligations for injuries and damages received to ourselves or agents at all private crossings on our property, etc.—A. A. Huber & Son.

Chokes.

BY CAL.

SOME are distributors, and some are scatterers.

THIS may be the last call for calcium chloride in the water barrels for some elevator operator. A hard freeze tonight may leave only ice to fight the incipient fire of tomorrow.

AN ALARM GONG, actuated electrically, installed in the driveway and arranged to sound when the telephone bell rings, will enable the manager to catch the calls that come while he is busy in the elevator.

BILL POSTERS' TACKS and a magnetized hammer for driving them will save many bruised fingers when paper is used for lining cars. The large headed tacks will hold the paper as well as lath and nails.

A FLAG POLE on an elevator, unless it is grounded, is an invitation to lightning to pay the plant a visit. A better place to display Old Glory will be on a pole set into the earth. Lightning respects not even patriotism.

TODAY, while business is slack, is a good time to examine the ground connections on the iron elevator siding. No matter how good the ground was last month, it must be good at the time the lightning strikes if it is to provide a good conductor for the current.

IN WIRING an elevator for electric lights it is a good plan to put a switch near the door last closed when quitting for the night. This switch should cut out all light circuits in the house, and its use will make it possible to avoid forgetting to turn out individual lights, in isolated places, when the plant is closed.

THE FARMER that asks for information is entitled to facts that will be helpful. Suppose he wants to know how to kill the weevil in his granary. The grain dealer who is well posted can tell him. Grain dealers should be local authorities on things pertaining to grain-dom, especially when the information is available in the pages of their trade journal.

WHEN enough has been said about clean—and dirty—elevators the time will be at hand for all the inhabitants of earth to quit talking about any subject whatever. The time is not here. If a clean tooth never decays, a clean elevator never burns. The man who keeps his plant clean is careful about other matters in corresponding ratio. And, now is the time for all good men to come to the aid of their elevator—with broom and whitewash.

THE TRUCK used for delivering is first cousin to the sedan the boss drives for pleasure. Its paint is not as shiny and it does not present the same appearance on the street; but its internal workings need the same care. And a truck is very gullible. Give it the care the sedan gets; and the truck will be fooled into thinking itself of some consequence and hang onto life several times as long as its brother that was not fooled.

The Eternal Triangle of the Grain Business.

By JOHN GROSETH.

The different interests represented by the shipper, the carrier and the receiver of a carload of grain are centered around the question of determining, satisfactory to all concerned, the exact weight of the grain loaded into car.

The receiver is protected, usually, by weights, supervised at destination, by sworn weighmen. The carrier is protected by its claim agents which places the burden of proof upon the shipper and which gives to the carrier the privilege of showing where the shippers' weights, either because of the principle of the scales or because of his system of weighing may have been in error.

The shipper is not protected, except the protection that his weighing-out scales and his system of weighing, together with his own care gives him.

These conditions are a serious menace to the shipper unless he is as careful and accurate in weighing the grain that he sells as he is when he buys it from the farmers, and as careful in making his cars grain tight as he naturally would be in making his elevator grain tight.

The carriers confidence in the grain shippers' method of weighing and loading once won, will reduce the trouble in adjusting claims.

Grain dealers handle grain on a small margin. They must be able to load out and collect for all the grain they buy, natural shrinkage excepted, or they face a loss. Of course, a man's ability to "buy right" and to "sell right" counts for a great deal, as does also his ability to improve the grade of his product before selling. The foundation of his business, however, the only thing that sets a grain dealer right for a sure profit, is that his weights hold out. The juggling with prices and grades may miss fire occasionally.

What precaution does the average grain dealer take to protect his weights and to make them hold out? He spends all day, if necessary, at his wagon scale, supervising the weighing of grain when he buys, but when he ships he is content to have a scale weighing usually from three to six bushels at a draft, stand unsupervised in a dusty and dirty cupola to do the work for him. He even demands to be free of the supervision of the weighing out, satisfied it is not necessary and thinking that it is a waste of time and effort. The natural inference, that anyone interested would make, is obvious.

A successful business man, be he in the grain business or in any other line, is a keen psychologist. He conducts his business so that the people he deals with, both buying and selling, get confidence in his methods. A banker will extend credit as much upon past experience as upon actual financial worth. A railroad will determine the value of a grain shipper's claim for shortage as much upon the system and method of his weighing as upon the accuracy of his scales.

If it be known that railroad and weighing authorities generally object to certain weighing methods extensively used by country grain shippers, is it good business to persist in determining shipping weights in this disapproved manner? No matter what your own personal opinion and inclinations may be, is it not good business to follow the lines of least resistance in such an important part of your business as determining the weight of your sales?

Your scale may weigh correctly. If your system of weighing gives an interested party a chance to puncture holes in your proof you might as well have had no scales, so far as the merits of your claims are concerned.

The triangle of the shipper, the carrier and the receiver represents all different interests that is bound to be asserted in case of losses in transit or serious discrepancies in weights at destination. Who will prevail?

To begin with, the burden of proof is on

the shipper. If the carrier or the receiver can show by precedence and record that the shipper's weighing system is not reliable the shipper is at once facing a compromise or else a lawsuit. In either case it means a loss to the shipper.

The grain shippers may think what they will about the fairness or unfairness of the carrier, in matters pertaining to claims for losses in transit, a claim agent is human the same as the rest of us and undoubtedly he can show that shippers too have tried to slip something over, consequently he will protect his company's interests with the means he has at hand and if the shipper gives him any loopholes thru which he can contest his weights he will do so. On the other hand if the grain shipper adopts a weighing system that in the first place eliminates the known objections of the carrier, he automatically places the burden of proof upon the carrier, making it necessary for him to prove the shippers' weights wrong.

A scale and a weighing system that cuts out the many small drafts, that is independent of conditions in the elevator and the grain, that is independent of the operator's mistakes, of his ability and of his judgment a scale and system that leaves nothing to chance, that a man knows is right at every draft would seem to be the logical weighing equipment for country elevators to use.

If any shipper of grain, therefore, has trouble with his weights he should investigate carefully before equipping his elevator with a shipping scale and be sure that he equips himself so that he can eliminate the known objections of the carrier to taking the shipper's weights as determined by the type of scales now in use.

THE FIRST TRAIN since 1916 passed over the Cernavoda Bridge, in Roumania, Dec. 15. The new bridge reestablishes an important link in the Roumanian Railway, and it will be of particular value to winter traffic, both import and export, which will be dealt with at the winter port of Constantza on the Black Sea.

South Dakota Farmers' Elevators Meet.

The annual convention of the South Dakota State Farmers' Grain Dealers Ass'n was held at Huron Dec. 13 to 15, and the following officers were elected for the ensuing year:

Pres., A. L. Berg, Baltic; directors, E. J. Oyan, Baltic; J. A. Grant, Clark; C. H. Sidow, Aberdeen.

A feature of the convention was a discussion or debate on the U. S. Grain Growers, Inc. A. L. Middleton, of Eagle Grove, Ia., spoke for the U. S. G. G. and B. F. Benson, of Minneapolis, Minn., presented the arguments against the organization's plan. Mr. Middleton condemned the speculative market and made reference to what he termed a monopoly on the grain business by line elevator interests.

Mr. Benson gave a clear explanation of the true operation of grain exchanges and the competitive grain marketing system. He made no attempt to becloud the issue by injecting irrelevant generalities and showed that no other commodity is handled on a margin of profit so narrow as grain.

A resolution was adopted condemning the practice of storing grain, and all elevators having membership in the ass'n were asked to refrain from the hazardous practice. Farmers were requested to store grain on farms until ready to sell.

The Mid-West Farmers' Mutual Ins. Co. Ass'n also held its annual meeting and the following officers were elected:

Pres., A. L. Berg, Baltic; vice-pres., Christ Sandvig, Canton; treas., T. B. Martin, Colton; directors, Charles Eyler, Sioux Falls; A. L. Berg; Christ Sandvig; T. B. Martin; E. H. Day, Clark; N. E. Carpenter, Huron; Aug. Knable, Lily.

New York Barge Canal Terminal Elevator.

Man has ever given much time to dreaming of the results that would accrue if nature had proceeded a little differently in the formation of certain physical characteristics of the earth's surface, and dreaming has been followed in many cases by activity to bring about the desirable improvements left unmade by nature herself. Thus the Panama Canal was conceived and built; and in the continental United States we have a somewhat similar project in the New York State Barge Canal which runs from Buffalo to a point of connection with the Hudson River at Albany.

It was seen many years ago that water transportation from Buffalo to New York City would be desirable, and the old Erie Canal was built. More recently this has been extended and enlarged and the resultant artificial waterway is known as the New York State Barge Canal. Grain and other products can be carried to Buffalo by rail, lake or lake and rail, there transferred to barges for the trip down the canal to the Atlantic, and again transhipped to ocean going vessels for export.

It was necessary, however, that the Atlantic terminus of the Barge Canal be provided with facilities for handling freight thus moved from the west, and one form of equipment sorely needed was a terminal grain elevator at New York City. The problem was given considerable study by state authorities, and the result was the formulation of plans to erect at Gowanus Bay, Brooklyn, the house shown in the photograph reproduced herewith.

The plant itself is now under construction, the Fegles Construction Co., Ltd., having been awarded the contract for its erection.

The photograph shows a view of the main structure and working house from the water side. Three marine towers can be seen, and the portion of the plant pictured also includes the handling equipment, while back of this are several rows of storage tanks. From the left end of the plant, as viewed in this picture, a conveyor gallery will extend along the pier a sufficient distance to permit the loading of several ocean vessels simultaneously. Two belt conveyors will operate in this gallery.

The elevator is designed primarily to unload grain from canal barges and to load into ships for export. No railroad tracks enter the house in the manner that is usually considered essential to the successful operation of a terminal elevator, altho there are facilities for loading freight cars. It is possible, also, that at some future time grain will be received from cars when a proposed connecting railroad, for which surveys have been made, is built.

Canal barges, coming down the river with grain that was taken aboard at Buffalo, will tie up at the marine towers and their loads will be removed into the elevator and placed in storage or conditioned as circumstances may require. When this grain is ready for export it will be removed from storage and sent out along the belt conveyors for discharge into ocean going steamers tied up at the loading pier.

The Gowanus Bay elevator is of reinforced concrete and its capacity will be 2,000,000 bus. Its equipment will include up-to-date machinery and appliances for the rapid handling and proper conditioning of grain, as well as safety devices and dust collecting apparatus.

When completed, the working house of the Gowanus Bay elevator will be surmounted by a cupola to provide head room for the legs. This will house the head of the left marine leg, while the other marine legs will be provided with individual operating heads. Grain unloaded from barges will be elevated to the head of the marine leg which is doing the work, then transferred to the cupola and weighed in the scales there and re-elevated for distribution to the bins. Many of the bins can be reached by direct spouts, while a conveyor system will serve the remaining bins.

The conveyor gallery, which has not yet been built, will extend on an upward incline for a short distance, this inclined portion terminating in a secondary tower standing a little distance from the main elevator. From this secondary tower a level gallery runs along the pier. Below this level gallery thruout its entire length, there will be a series of wharves for the storage of package freight so that this class of cargo can be placed into vessels at the gallery when desired. Thus, a boat can take a part cargo of grain and finish with package freight without leaving her berth.

Mechanical equipment has been installed in only two of the marine towers, but as the third has been erected it can be made ready for operation within a short time when there is need for it. Each tower contains a marine leg of 25,000 bus. per hour capacity, a mechanical shovel for bringing the grain from the extreme ends of the holds of barges to the boat, and a loftier leg for elevating the grain into the house.

The plant has a total of 126 bins. Of these, 54 are formed by the cylindrical tanks which are 20 ft. in diameter and 95 feet high. Their capacity is 26,000 bus. each. Twenty-two of the interstice bins hold 16,000 bus. each, and 12 have capacity of 12,500 each. The remaining 38 outer bins each have capacity of 4,000 bus.

The main elevator building is 69 ft. 4 in. by 429 ft. 4 in. The bins are elevated on 216 concrete columns, which allows plenty of space beneath the bins for housing the necessary conveying and other machinery. Tank walls have a uniform thickness of 8 in. and are reinforced with steel lap bands at a uniform spacing of 12 in., the cross sectional area of the lap bands being varied to meet the pressure requirements. The entire structure is carried on wood piles covered by a reinforced concrete mattress 2 ft. 6 in. thick. Interior columns are 42 in. in diameter, are spirally reinforced, and have 7-ft. flare heads and 7 ft. by 9 ft. plinths on top. Exterior columns are rectangular, 30 by 60 in., with

flare head. The floor slab of the bins supported on the columns is 14 in. thick, reinforced. Steel conical hopper bottoms extend thru holes in the floor slab.

The cupola of the elevator is a structural steel frame with 2-in. cement plaster walls. The cleaning house, located between the tanks and the dock front, is built in the same manner.

Each shipping leg is of 25,000 bus. per hour capacity, and shipping conveyors will handle a similar quantity of grain. The elevator will handle 45,000 bus. per hour, receiving from barges, and the shipping capacity to boats will be 80,000 bus. per hour. A pneumatic system may be installed to augment this capacity for receiving grain.

Power is furnished by a total of 39 electric motors with combined horsepower of 2,250. Power transmission from the motors is thru Morse Chain drive or direct connected speed reducers. Of the chain drives, a total of 22 are used, transmitting from 25 h. p. to 150 h. p. each. For motors 25 h. p. and over, the current is 2,200 volts; while for all smaller motors it is stepped down to 220 volts. Current used is 3 phase, 60 cycle. Power from 10 of the motors will be transmitted thru IXL Speed Transformers.

The marine towers, with their equipment, were installed by the Webster Mfg. Co. Conveying equipment, which is fitted with Style G Trippers, was furnished by the Weller Mfg. Co. Eight Fairbanks-Morse hopper scales will be included in the equipment, and grain will be cleaned over four No. 10 Invincible Cleaners. A Morris Grain Drier of two units, having capacity of 1,000 bus. per hour, is to be installed.

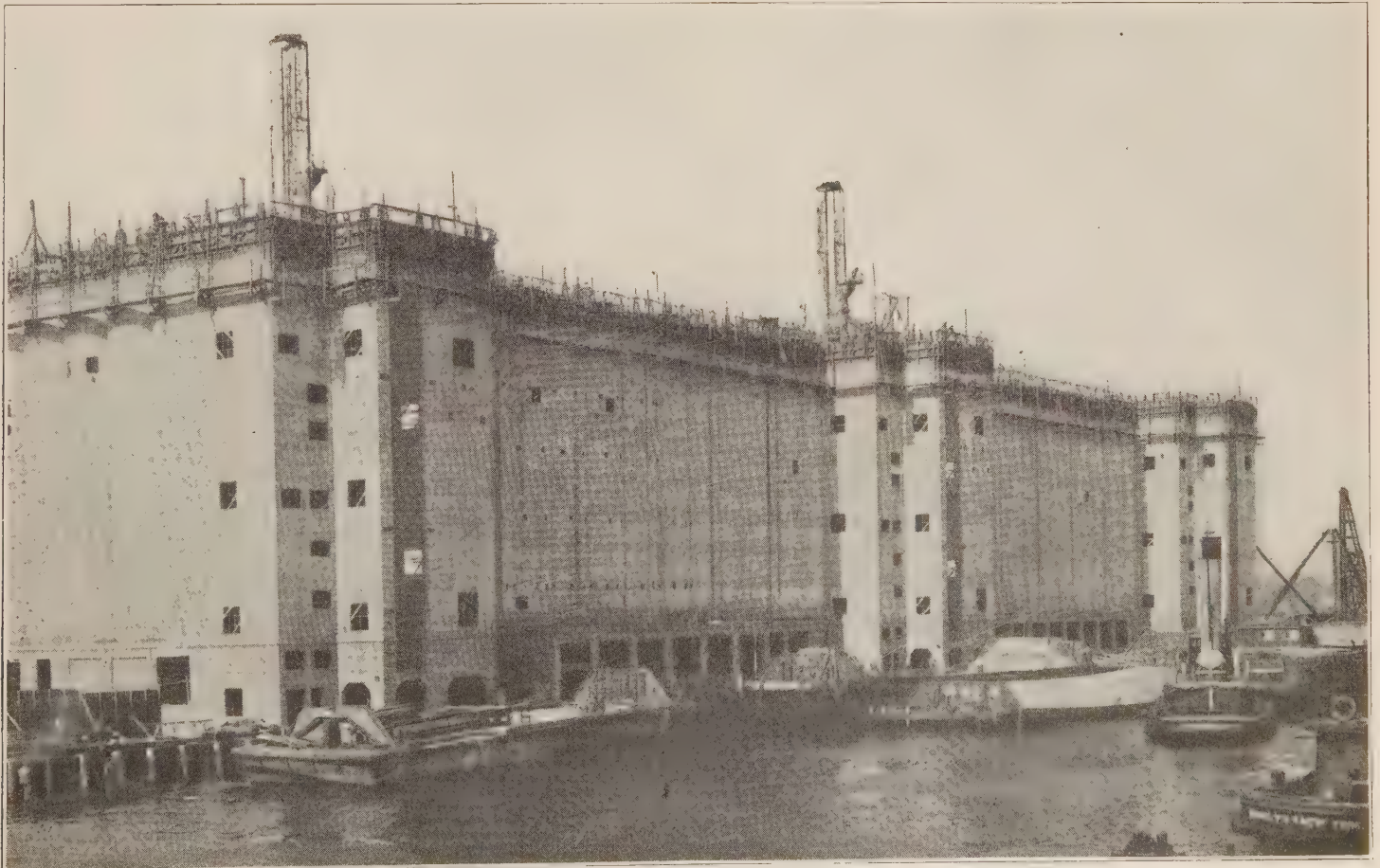
STATE food subsidies were discontinued in Austria Jan. 1. These resulted in great loss to the government.

ARGUMENT on the Capper-Tincher law known as the Future Trading Act began before the Supreme Court at Washington, Jan. 9.

THOSE articles in the Grain Dealers Journal about our market radiotelephone almost set the grain trade afire. We have had inquiries from Kansas, Nebraska, Iowa, Minnesota, Illinois and Indiana, all of them mentioning the Grain Dealers Journal.—Jas. L. Bush, Tuscola, Ill.

FREIGHT RATES have been reduced in practically all of the grain surplus producing territory. Some of the tariffs became effective Dec. 27, others Jan. 1, and still others at later dates, conforming to the order of the Interstate Commerce Commission that the reductions be made effective on or before Jan. 7. Corn rates are 10% less than the wheat rates in Western, Mountain and Pacific territory. This means another evidence of return to normal conditions. Many of the new tariff supplements are briefed in Changes in Rates dept of this number of the Journal. Every shipper should learn just what reduction has been made in the rates from his station in order that he may know just what margin to figure for freight.

BULLS are very timid. They buy a little wheat and at the first sign of weakness sell out and look on. Market must have some constructive news and at present it does not seem to be in sight. World's supplies appear ample. Broomhall estimates the world's export surplus at 680,000,000 bushels. The surplus of United States, Canada and Argentina has been fully maintained while Australia has been increased to 104,000,000 bushels. Canada is badly congested east and wheat may be forced to move via Vancouver and the Panama Canal. With the Canadian surplus pressing for sale and other countries with big surpluses, America has little cause to worry. If necessary we can provide for our needs in competition with foreigners. Statistics would indicate we have disposed of our surplus. The bulk of it brought the highest prices of the crop and we can now wait further developments. The dry weather in the Southwest is serious, but market will not bull on new crop damage talk in November.—The C. A. King & Co., Toledo, O.



2,000,000-bu. Reinforced Concrete New York State Barge Canal Terminal Elevator at Gowanus Bay, Brooklyn, N. Y.

Solving the Dockage Problem at the Threshing Machine

[Address presented by Robert H. Black, in charge of the Minneapolis Office of Grain Cleaning Investigations, U. S. Dept. of Agri., at the annual convention of the American Society of Agricultural Engineers]

The United States produces about 800,000,000 bus. of wheat each year, and about one-third of this, or over 250,000,000 bus., is spring sown. Most of the spring-sown wheat, or about 200,000,000 bus., comes from the States of Minnesota, North Dakota and South Dakota.

This part of the spring-wheat district has for many years produced grain containing an abnormal amount of weed seeds. The official grain standards of the United States for wheat designate such weed seeds as can be removed readily from the wheat by the use of appropriate sieves, cleaning devices, or other practical means, "dockage." When wheat is sold on the market the weight represented by the dockage is deducted from the total gross weight before payment is made for the wheat.

INCREASE OF DOCKAGE IN WHEAT.—The Minnesota grain-inspection records for the past 18 years show that the percentage of dockage in wheat arriving at terminal markets in Minnesota has been increasing. The average dockage for 1903 was 2.2 per cent; the average dockage for the six-year period ending 1914 was 2.9 per cent; and for the six-year period ending 1920 was 4.0 per cent, while for the 1920 crop of wheat alone marketed up to January 1, 1921, the average dockage was 5.1 per cent. This means that on this basis the 1921 crop of spring wheat contains over 10,000,000 bushels of 60 pounds each of dockage.

COST OF CLEANING OFFSETS COMMERCIAL VALUE OF DOCKAGE.—Some of the material removed as dockage has a certain feed value, while other constituent parts of the dockage not only have no feeding value but are actually harmful as a feed. The expense of removing the dockage at the elevators and flour mills at the present time practically offsets this commercial value, with the result that the farmers seldom receive anything for the dockage when they sell grain at their local elevators.

WEED SEEDS SOWN WITH WHEAT.—Dockage gets into the wheat from various sources. One of the principal sources is the sowing of foul wheat just as it comes from the threshing machine without any further cleaning. In order to determine just how much foul matter was being sown with the wheat, samples of seed wheat were taken from many of the drills which were seeding in the fields of Minnesota and the Dakotas last spring. On analyzing these samples it was found that a few were almost entirely free from weed seeds, but that the average amount of weed seeds sown with the wheat was over 2 per cent of the weight of the seed wheat. Many of the samples contained over 10 per cent of weed seeds, and one sample of wheat being seeded contained as much as 18 per cent of weed seeds. In terms of numbers of weed seeds sown the range was from 2,000 to 489,000 seeds per acre, each of which was probably

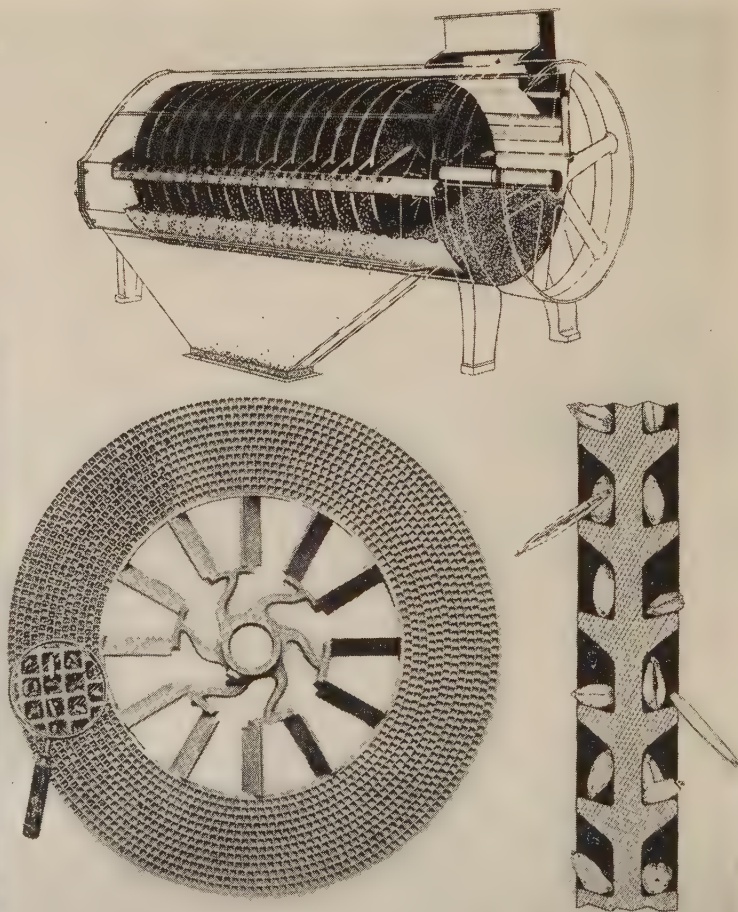
capable of developing a strong weed plant. Wild oats, wild buckwheat, vetch, and king-head, in the order named, were the four weeds most common in the seed wheat. If the farmers insist upon sowing the seed as it comes from the thrashers without further cleaning, then the thrashers should clean the wheat much better than is now being done.

WEED SEEDS MUST BE REMOVED BEFORE MILLING.—The weed seeds that are in the thrashed wheat must be removed before the wheat is ground into flour. Removing these seeds at the flour mills is not only expensive but is also economically wasteful for many reasons, one of which is that the repeated handling of wheat through the elevators and during shipments breaks up many of the wheat kernels. These small pieces of cracked wheat, which would make good flour if they could be saved, are removed with the weed seeds when the wheat is cleaned in the flour mill, because the small pieces of cracked wheat are approximately the same size as the weed seeds and are removed in the cleaning operation.

A greater economic waste is due to the expense of handling the dockage. At present the farmers in the Central Northwest haul this dockage in the wheat to the elevators and sell the wheat without receiving anything for the dockage. Much valuable space is occupied in every wagonload of wheat, in every country elevator, in every carload of wheat, and in every terminal elevator and flour mill by the dockage in the wheat. If this dockage could have been removed at the time of the thrashing, the farmer would have been able to feed that part of the dockage having feed value, and he would also have saved the expense of hauling the dockage to the elevator. The farmer would in all probability have received a better price per bushel for his wheat if it



Disk Grain Recleaner in Operation on the Deck of a Threshing Machine.



Sectional Parts of the Disk Grain Cleaning Machine. Top, showing Disks in Frame; Lower Left, Side View of One Disk; Lower Right, Cross Section of Disk Showing how Oats are Separated from Wheat.

had been clean, because, among other things, it is necessary in basing the prices which the country elevator pays for wheat to take into consideration either the cost of removing the dockage or the freight charges which must be paid on the dockage contained in the uncleaned wheat which is shipped to the terminal markets.

Dockage is always a troublesome factor in every stage of the marketing of wheat. It causes suspicion on the part of the farmer when he is selling his wheat, because he has to depend upon the integrity and accuracy of the buyer when the percentage of dockage is being determined. Every time the grain is sold one of the vital questions is, "How much dockage is to be assessed?" The only prevention of many of the disputes that arise during the marketing of wheat at the country elevator is either to raise wheat without dockage or to take the dockage out of the wheat before the wheat is sold by the producer.

GRAIN-CLEANING EXPERIMENTS IN THE CENTRAL NORTHWEST.—The 17 seeds most commonly found in wheat grown in the Central Northwest are: Wild oats, wild buckwheat, tame oats, mustard, lambsquarters, barley, green foxtail, hares' ear, flax, rye, cow cockle, pigweed, yellow foxtail, sunflower, corn cockle, wild rose, and wild peas.

In past years, before wild oats became so numerous, it was possible to remove such weed seeds as mustard and cockle from the wheat at the time of thrashing by the simple means of placing a sieve in the bottom of the thrashing separator, under the chaffer. This method is no longer effective, because the wild oats which are present on nearly every farm in the Central Northwest quickly clog the sieves, sometimes to the extent of even stopping the flow of wheat to the grain auger. It is impossible during thrashing to remove many of the weed seeds by blowing them into the straw stack, because if sufficient wind is used to blow out the weed seeds a large amount of wheat will also be blown into the stack. Any apparatus, therefore, for use in connection with the thrashing machine which can successfully clean wheat containing wild oats must be able to remove not only the wild oats but also have sufficient capacity to clean the wheat as rapidly as it is thrashed.

In planning our grain-cleaning experiments to be conducted in the Central Northwest, it was decided to concentrate our efforts on the installation of two types of cleaners, namely, an "aspirator" and a "disk machine."

EXPERIMENT WITH THE ASPIRATOR.—An experimental aspirator designed by E. N. Bates, of the Federal Grain Investigations, was built and installed on a 20 by 34 Port Huron separator. The top of the aspirator was fastened to the hopper which is directly below the weigher on the elevator. A valve was built into the hopper under the weigher, so that the grain could be made to flow steadily out of the hopper and onto a metal disk 13

inches in diameter. In operation the grain piles up on this disk and then falls steadily over the edge of the disk in a thin stream. As the grain falls over the edge of this disk, it is treated with a current of air which sucks out many of the smaller and lighter weight particles which are deposited into a settling chamber, and the cleaned grain passes out through a spout into the wagon. The suction is produced by an exhaust fan running 2,500 revolutions per minute and driven from the beater shaft. The total weight of the aspirator and exhaust fan is slightly over 160 pounds.

The aspirator was operated while thrashing oats, rye, and a mixture of oats and wheat usually known as succotash. In these experiments between one-third and one-half of the fowl material or dockage was removed from each of the grains mentioned with a slight loss of small and shriveled kernels of grain.

EXPERIMENTS WITH A DISK MACHINE.—After reviewing the advantages and disadvantages of the various types of cleaning machines on the market, a machine using the basic principle of disks provided with small pockets and moving vertically through the grain was built. This machine was installed on the deck of a thrashing machine operating in North Dakota and was used in an experimental way in connection with the thrashing of various lots of wheat and admixtures of wheat, oats, and barley containing all the way from 1 to 38 per cent of dockage. In these experiments the disk cleaning machine, or recleaner, as it is generally called, not only cleaned the grain as fast as it could be fed to the thrashing separator, but in every instance removed all of the dockage contained in the grain to within 1 per cent, which in the case of wheat would grade as "dockage free" under the Federal standards. The screenings contained very little wheat; in fact, less wheat was found in the screenings removed by the disk recleaner than is ordinarily found in elevator screenings.

In operation the disk recleaner separates the grain delivered from the thrashing machine into three parts: (1) Cleaned grain; (2) fine seeds; (3) wild oats, tame oats, barley, and other coarse material. Each of the three parts is discharged from the recleaner through a separate spout.

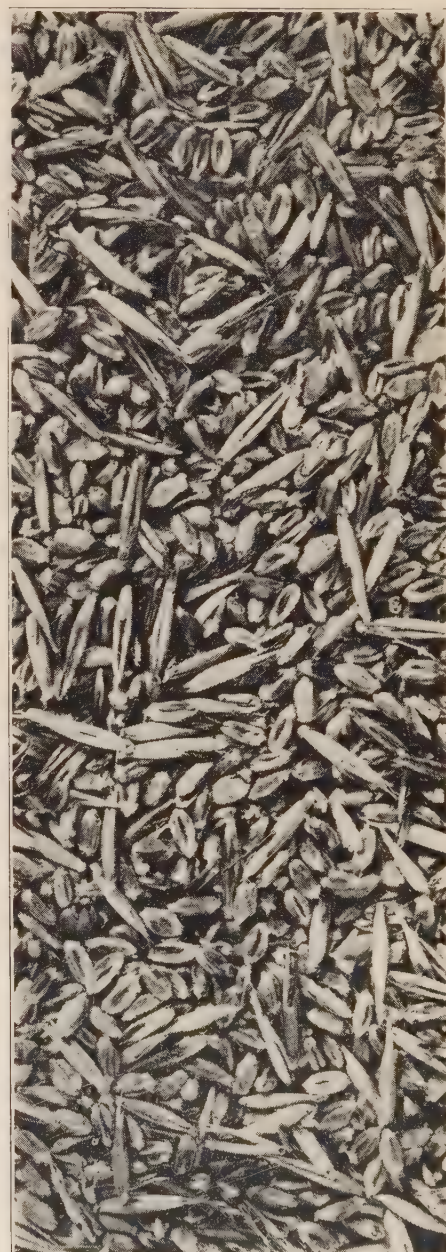
It is our plan to make certain improvements on the disk recleaner and to continue these investigations through the next thrashing season, because the results secured the past season in thrashing and cleaning over 15,000 bus. of grain demonstrated that grain can be cleaned successfully at the time of thrashing to a point where no dockage will be assessed when the wheat is sold on the market. If wheat is cleaned at the thrashing machine, farmers would not be paid lower prices or charged discounts because of the dockage which would otherwise be in it, nor would there be opportunity for disputes as to the percentage of dockage which should be as-

sessed. The valuable parts of the screenings can be used for feed, and clean seed wheat will be available for sowing, which will mean increased yield per acre.

Wheat producers and handlers are keenly interested from an economic standpoint in developing practical methods which will bring about the sowing of clean seed wheat and the marketing of wheat free from dockage. These experiments have demonstrated that wheat can be successfully cleaned at the time of thrashing, and in the development of this method the agricultural engineers, the thrashing-machine manufacturers, and the thrasher operators can assist very materially in relieving wheat growers and dealers of the dockage problem.

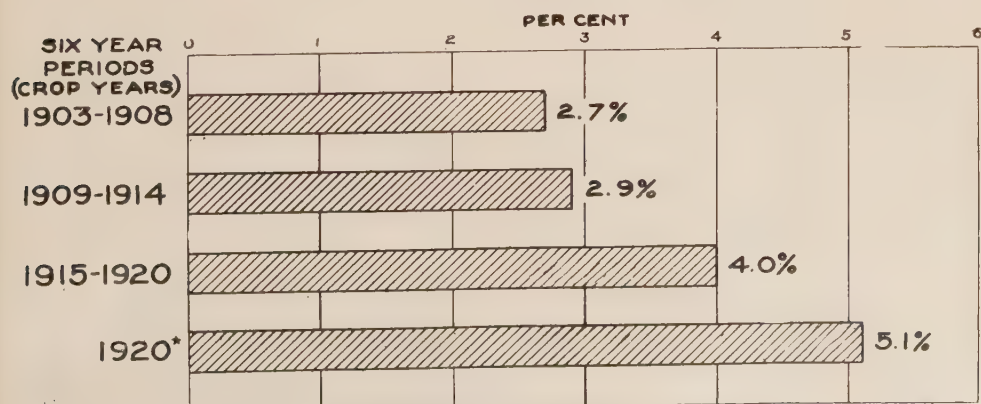
THE effect of moisture content of wheat on milling yields is the subject of Bulletin No. 1013 recently issued by the U. S. Dept. of Agriculture.

AN EXPERIMENT to determine the fecundity of a grain of wheat has just been concluded at the Official School of Agriculture, Valladolid, Spain. The result shows that one grain produced 322,000 grains in a year.



Sample of Spring Wheat Delivered from Thrashing Machine Containing a Heavy Admixture of Dockage, mostly Wild Oats.

AVERAGE DOCKAGE



* DATA FOR 1920 COVERS CROP YEAR FROM SEPT. 1, 1920 TO JAN. 1, 1921 ONLY.

Chart Showing the Gradual Increase of Dockage found in Spring Sown Wheat from 1903 to 1920.

Seeds

MALVERN, IA.—A. P. Kilmartin has succeeded P. Kilmartin in the seed business.

A STATE grain and corn show will be held at Columbus, O., Jan. 30 to Feb. 3.

A LABORATORY for testing agricultural seeds was opened by the California Dep't of Agriculture at Sacramento Jan. 1.

YOUNG CLOVER generally entered the winter in good condition, according to a report issued by the Bureau of Markets and Crop Estimates.

MADISON, WIS.—Clover seed production in the state in 1921 was 211,000 bus., compared with 327,000 bus. in 1920.—Wisconsin Crop Reporting Service.

TOLEDO, O.—Stocks of clover seed in dealers' hands are not excessive and with fair cash demand this spring, will be readily absorbed.—The C. A. King & Co.

NEWCASTLE, IND.—The Hoosier Feed & Feeder Co., of Richmond, has established a store here to handle seeds and related lines. J. E. Ryburn will be in charge.

EVANSVILLE, IND.—A hearing was held Jan. 3 in Superior Court on claims against the W. H. Small Co. based on labor performed before the Company became insolvent and upon preferred stock.

SYRACUSE, N. Y.—A. L. Bibbins is the new mgr. of the seed dep't of the Co-op. Grange League Federation Exchange. Mr. Bibbins comes from East Lansing, Mich.

POCATELLO, IDA.—The mill of the Idaho Milling & Seed Co. has been leased by H. J. and A. C. Piegrass of Kimberly and will be used as a corn meal and blending plant.

ROSEHILL, IA.—The seed house of N. H. Krizer burned recently. With it was destroyed 2,000 bus. of 1921 seed corn, the loss being about \$16,000. The plant will be rebuilt.

KANSAS produced 62,000 bus. of alfalfa seed in 1921. This is not quite sufficient to restore the state's alfalfa acreage to the basis of 1920. On March 1, 1921 there were 1,065,000 acres, or 166,000 acres less than on the same date in 1920.

OTTAWA, ONT.—Seed production in 1921 in Ontario was as follows: peas, 1,441,095 bus.; beans, 427,531 bus.; and flaxseed, 66,748 bus., compared with peas, 2,209,523 bus.; beans, 380,499 bus.; and flaxseed, 224,895 bus. in 1920.—Ontario Dep't of Agriculture.

MOSCOW, IDA.—To celebrate a long business career, and to demonstrate scientific methods of handling, grading and selecting seed, Washburn & Wilson held a house warming at their seed plant Dec. 21. About 1,000 persons attended and luncheon was served the guests. Specialists in seeds and feeds gave demonstrations and consulted personally with the farmers.

Imports and Exports of Seeds.

November imports and exports of seeds, and for the eleven months ending with November, were reported by the Bureau of Foreign and Domestic Commerce as follows:

	IMPORTS.		11 months ending November	
	November 1921.	November 1920.	1921.	1920.
Beans, bus.	24,661	70,371	250,804	2,056,036
Eastor beans, bus.	77,455	18,663	682,274	1,171,143
Flaxseed, bus.	1,576,195	1,406,098	10,827,117	22,970,477
Red Clover, lbs.	209,598	12,550	16,214,310	12,692,711
Other Clovers, lbs.	1,356,973	262,801	20,929,265	12,403,476
Other grass seeds, lbs.	2,628,094	679,345	17,212,054	20,259,988
Peas, bus.	85,249	21,366	450,150	1,797,873
Sugar beet seeds, lbs.	559,185	2,008,333	7,299,018	20,004,863
	EXPORTS.		11 months ending November	
	November 1921.	November 1920.	1921.	1920.
Beans, bus.	136,283	140,995	1,317,983	1,712,051
Flaxseed, bus.	31	21	320	15,217
Clover seed, lbs.	410,909	457,052	4,974,519	3,695,202
Timothy, lbs.	2,318,782	1,414,041	17,509,857	11,422,726
Other grass seeds, lbs.	588,604	475,527	4,826,825	3,369,842
Peas, bus.	8,382	20,964	111,620	277,207

TOPEKA, KAN., Jan. 2.—The production of various seeds in Kansas during 1921 was as follows: flaxseed, 134,007 bus.; kafir, 16,034,060 bus.; milo, 2,397,116 bus.; feterita, 791,473 bus.; alfalfa seed, 61,848 bus.—J. C. Mohler, sec'y, State Board of Agriculture.

CINCINNATI, O.—Harry B. McCullough, pres. of J. M. McCullough's Sons Co., seedmen, died recently. The immediate cause of death was a stroke of paralysis, but relatives believe that was induced by injuries he sustained in an automobile accident 2 years ago.

SUNFLOWER seed produced in the United States in 1921 is estimated at 3,000,000 lbs., compared with about 7,000,000 lbs. in 1920. Some estimates of the 1920 production run as high as 10,000,000 lbs. The decrease in 1921 was due principally to a reduction in the acreage in southeastern Missouri, which is the most important producing section in the country.

BALTIMORE, MD.—The Blamberg-Bixler Co., Inc., which was recently organized, began business handling seeds and feeds at wholesale Jan. 2. G. Hartman Blamberg, formerly pres. and gen'l manager of Blamberg Bros., Inc., and Thornton A. Bixler, formerly with the J. Bolgiano Seed Co., will have active charge of the business. In addition to handling seeds the company will make mixed feeds for poultry and livestock.

TOLEDO, O.—Seed receipts in 1921 were as follows: red clover, 55,332 bags; alsike, 12,558 bags; timothy, 24,899 bags. Shipments during the year were: red clover, 50,590 bags; alsike, 8,930 bags; timothy, 47,826 bags. Receipts in 1920 were: clover, 31,214 bags; alsike, 7,810 bags; timothy, 45,479 bags; and shipments were 25,144 bags of red clover; 9,073 bags of alsike and 76,826 bags of timothy.—A. Gassaway, sec'y Toledo Produce Exchange.

A FEDERAL law providing for certification and registration of agricultural seeds and the establishment of standards for imported seeds is being proposed by certain organizations. A representative of the National Canners' Ass'n, which is interested in the movement, has stated that he favors a law to provide permissive federal registration, not compulsory. The idea would be that seed so registered would automatically receive merit as to its high quality.

IT IS quite probable that within the next two or three weeks there will be a heavy influx of grain at all markets, which has accumulated at country points pending the freight rate reduction now in effect. Such a condition might temporarily depress our markets, but declines should prove only temporary and on setbacks we are inclined to anticipate a gradual and irregular enhancement of values for the balance of the year.—Quinn-Shepherdson Co., Minneapolis, Minn.

Receipts and Shipments of Seeds.

Receipts and shipments of seeds at the various markets during December, compared with December, 1920, were as follows:

	FLAXSEED.		Shipments	
	1921.	1920.	1921.	1920.
Chicago, bus.	116,000	12,000	741,201	347,280
Duluth, bus.	305,777	611,138	178,205	365,649
Ft. William, bus.	281,173	735,238	26,516	16,010
New York, bus.	248,632	29,645	82,450	16,010
Milwaukee, bus.	41,720	29,645	82,450	16,010
Minneapolis, bus.	348,440	713,150	82,450	16,010
	CLOVER.		Shipments	
	1921.	1920.	1921.	1920.
Chicago, lbs.	1,833,000	1,004,000	1,017,000	464,000
Milwaukee, lbs.	656,811	76,375	1,207,004	131,284
New York, bags.	3,685	980	1,496	3,323
Toledo, bags	3,685	980	1,496	3,323
	TIMOTHY.		Shipments	
	1921.	1920.	1921.	1920.
Chicago, lbs.	2,317,000	2,951,000	2,392,000	2,013,000
Milwaukee, lbs.	377,560	167,630	170,105	72,190
New York, bags.	1,287	1,570	300	16,585
Toledo, bags	6,463	2,910	505	1,234
	OTHER GRASS SEEDS.		Shipments	
	1921.	1920.	1921.	1920.
Chicago, lbs.	2,485,000	1,461,000	1,445,000	733,000
	KAFIR AND MILO.		Shipments	
	1921.	1920.	1921.	1920.
Kansas City, bus.	349,800	654,500	193,000	238,000
Los Angeles, cars	110	305	110	305
St. Joseph, bus.	15,000	11,000	11,000	11,000
Wichita, bus.	11,000	11,000	11,000	11,000
	OTHER SEEDS.		Shipments	
	1921.	1920.	1921.	1920.
San Francisco, beans, sacks	39,263	39,091	39,263	39,091
Toledo, alsike, sacks	538	1,087	431	230

From The Seed Trade.

ST. LOUIS, MO.—Trade moderately fair in grain but still suffering from depression in values. Movement of seeds has been fair. Inquiries now commencing for red clover and alfalfa. Movement on timothy, blue grass and red top is light at the present. The crops of both Kentucky blue grass and red top were short.—Chas. E. Prunty.

WORTHINGTON, MINN.—Look for a limited demand in Southwest Minnesota and Northwest Iowa for field seeds the coming spring. This territory had a heavy surplus of timothy and clover seed, more being shipped from stations in the territory mentioned than for years. Farmers will be slow buyers of the other seeds account financial conditions.—St. John & Bull Seed Co.

TOLEDO, O.—Alsike attracting little attention these days. Trade so light barely raised a ripple. Compared with red clover looks pretty cheap, but evidently there's plenty in sight to meet the demand even at the discount. Last crop was a fair one and the carryover was no weakening. Will a lot be substituted for red clover this spring? Its cheapness recommends it.—J. F. Zahm & Co.

PHOENIX, ARIZ.—Field seed business has been very quiet and we see little chance for improvement until farmers and stock raisers can get something for their stuff. This section went wild on long staple cotton and have not been able to market the 1920 crop yet. The market has been very low on 1921 crop and the result is that farmers are practically all broke.—Phoenix Seed & Feed Co.

MCGREGOR, IA.—Clover seed is never a very big crop in our territory, which covers most of the northeast quarter of Iowa, and this crop was not as large as that of last year. Timothy crop was also smaller than last year and the bulk of it has moved out. The quality was some better than that of 1920, and farmers were willing to sell at the market and did sell quite freely soon after threshing.—Gilchrist & Co., by F. G. Bell.

GUYMON, OKLA.—The past two weeks has seen first movement to the south of all varieties of cane seed, which crop is smallest in the west in years. So far price has been too low for farmers to top and thresh. Nothing yet moving in way of seed kafir or milo. Fairly early movement in alfalfa. Good movement in broom corn seed as a large acreage is expected in South Texas and planting will soon begin there.—Claycomb Seed Store.

CAMP POINT, ILL.—The crop of clover seed and timothy seed in this vicinity was very short this year and the seed is all out of the farmers' hands. This applies as well to the crop of 1920, as a great deal of seed of that crop had been carried over, but it, too, is now pretty well sold out. We look for about a normal trade if the farmers can get money to buy as the winter wheat acreage is normal, and this land is usually sown to grass seed in the spring.—Wm. Vollbracht Co.

OSHKOSH, WIS.—While the seed business usually is quiet at this time of the year, the trade has been very fair this season. There is a firm demand for all varieties of field seeds and the offerings are not large. Farmers are somewhat optimistic and are looking for a general increase in prices. The quality of seeds offered us is exceptionally good. Every indication points to an increasing business and we look forward to an excellent trade the coming spring.—Oshkosh Seed Co.

MALVERN, IA.—The crop of medium red clover seed was pretty good in this section this year. Some has been sold, but think 75% of the crop still in farmers' hands. Believe they will sow considerably more sweet clover if the medium red has any further advances. We do not raise enough medium red clover seed to satisfy our local demand, but had an unusually good crop this year. No timothy seed to speak of this year. Have an extra good lot of sound seed corn in this locality.—A. P. Kilmartin.

DERBY, KAN.—The seed business has been pretty dead in this section for 2 or 3 years. It has been unusually wet about the time to harvest alfalfa for seed and therefore almost impossible to save a seed crop. For this reason, little has been shipped out. Neither has much alfalfa seeding been done, but in the next year or so quite a bit will be sowed. Considerable sweet clover seed in the country but not much moving. Plenty of seed corn for local demand, also oats. Not many soy beans.—W. S. Baxter.

BATTLE CREEK, Mich.—There was not a very large crop of clover seed produced in this section. There is practically no alfalfa or timothy saved for seed purposes in this immediate vicinity. It now looks as though there would be a big demand for alfalfa, timothy, sudan grass in this section next spring. Our representatives have covered most of southern Michigan, and we have booked large quantities of alfalfa, more so than we have ever done before. This leads us to believe that Michigan farmers are beginning to realize the importance of this crop in this state.—H. C. King & Sons.

GREELEY, COLO.—The millet crop thru-out Colorado is very light and do not anticipate having more than 25% as much as last season. Pinto beans are still in free supply but we anticipate that at present rate of consumption supplies at seeding time will be low and prices higher. Field peas in fair supply and very reasonable in price, particularly the dark and white mixed variety. We expect a larger demand for sweet clover this spring and it appears that to a degree this will take the place of alfalfa. We do not produce alfalfa seed in this section and will import a number of cars.—Balcom Seed Co.

MINNEAPOLIS, MINN.—Men who have made a study of crop conditions and acreage feel that the government final estimate of 8,112,000 bus. for the 1921 flaxseed crop is still too high, altho it is a reduction of 13% from the November report. Those men think a crop of between 6,000,000 and 7,000,000 bus. is all we can expect. There has been an active interest in linseed oil market during December, which may be partly due to the realization of buyers that if the Argentine output is only going to be in the neighborhood of 36,000,000 bus. the world may be facing a serious shortage of flaxseed.—Archer-Daniels Linseed Co.

ST. LOUIS.—December was rather dull among seedsmen in this market, but this is usually considered between seasons and not much business is looked for. An improvement in the demand for spring seeding field seeds is looked for by at least the 15th of January and local dealers are very optimistic regarding the future outlook for the spring season. Supplies of timothy and red clover are cleaned up better in the producing sections than for a number of years and stocks in dealers' hands here are hardly up to normal compared to several years ago. Consignments of both timothy and red clover during January and February should meet with ready sale, especially if quality is good, as dealers here want high grade seeds and will pay premiums for this quality.—Kellogg-Huff Com'n Co.

TOLEDO, O.—Clover seed market has shown a strong undertone this week. Shipments have been larger and the cash demand shows signs of improvement. Buyers are becoming interested and are asking for samples and prices. The speculative interest in the market is light. Longs are mostly people who have anticipated their spring requirements. Last year market was full of a scattered long interest who did not care for delivery with the result that in February market suffered a severe break. This year longs want the seed and shorts are mostly hedgers who will cover when the cash demand springs up. Country offerings continue light and the few lots that are offered are mostly of poor quality. Stocks of red clover are mostly in the show windows. Imports are small and little seed is headed to this country from Europe.—The C. A. King & Co.

CARMEL, IND.—In 15 years in the field seed business we have not seen so short a crop of clover seed. Central Indiana will have to ship in 90% of the seed for spring seeding. In traveling over a considerable portion of central Indiana I find the average dealer has practically no seed in stock but is waiting to buy near seeding time. It is a question of how much seed the farmer will buy at present high price, as he is generally hard up, and at the present prices for corn and wheat, clover looks extremely high. But the average farmer feels that he can't afford not to sow clover at \$20 per bushel.—C. Y. Foster & Son, per C. Y. Foster.

YANKTON, S. D.—The outlook for field seeds in our estimation is much better than for the year 1921. The indications are that the farmers will plant more alfalfa and clover this coming year than they have in the past. One reason, we believe, is that the pastures are run down all thru the west and middle west and have not been kept up to the pre-war standard, and the low prices of small grain and corn will cause a much larger acreage to be planted this coming season. Prices being quoted at this time are very reasonable for best grade field seeds. We are looking for a very good trade in Dakota alfalfas.—Gurney Seed & Nursery Co.

ST. JOSEPH, Mo.—The crops of clover, alfalfa, timothy, millet and cane seed in 1921 were not large, and clover, timothy and alfalfa seeds are practically all out of farmers' hands. We do not think stocks in dealers' and jobbers' hands are large, consequently we are expecting all seed in this section of the country to be used by the time the season is over. Considerable cane seed is now being offered by farmers. The millet seed crop is short. The trade is rather quiet just now and has been for the past 30 days. This is the time of year we do not expect any heavy demands, but from the general feeling of the people in this section we believe we will have a reasonably good trade the coming season.—Farber Seed Co.

To Fight Black Rust.

Business men have taken up the fight against black rust in northwestern wheat growing states, and in a business like way they propose to reduce or to eliminate the vast economic loss caused by this disease.

Starting with recognition of the generally accepted fact that the common barberry bush serves as a necessary host in one stage of the development of rust, the plan is to eradicate the barberry. This will require funds, and a campaign is to be launched shortly to raise \$250,000 annually for 3 years to carry on the work. Business men from all sections of the state of Minnesota held a meeting at the Minneapolis Club, in Minneapolis. B. B. Sheffield, of the Sheffield Elevator Co., Minneapolis, stated it is the most important of all moves for the economic betterment of the northwest.

Franklin M. Crosby, director of the Washburn-Crosby Co., stated that if the barberry were to continue to increase in numbers in the future as it has in the past 10 years it would soon be practically impossible to produce spring wheat in the section affected.

Only under abnormal weather conditions can the northwest hope to have its spring wheat undamaged by rust so long as barberry bushes are permitted to exist. With normal weather, the rust will usually beat the wheat. Those who have studied the situation are of the opinion that barberry bushes can be practically eliminated in a 3-year intensive campaign.

CORN damaged by ear worms or by any of the varieties of mould is less harmful to hogs than to cattle, according to results of tests in progress at Purdue University. Some animals are more susceptible than others; and corn damaged by ear worms is not particularly harmful either to hogs or cattle.

Report of Chicago Board of Trade Com'te on Private Wires.

The special com'te of the Chicago Board of Trade appointed by Pres. Griffin to make an investigation of and recommendations on private wires has submitted its report to the Board of Directors, and it will come before the directors, as elected Jan. 9, for such action as may seem fit.

All members of the com'te concurred in the recommendations as submitted by Chairman J. C. Murray, Fred S. Lewis, Arthur F. Lindley, L. F. Gates, J. F. Lamy and E. W. Wagner; while Wm. N. Eckhardt, John E. Brennan and Lowell Hoit filed a supplementary report.

It was agreed by all that regulations should be immediately adopted for the effective control of all wire offices and branches; that the service should be withdrawn where the evidence shows indifferent management, excessive solicitation, inferior or incompetent clientele, or business methods detrimental to the best interests of the Exchange.

If the principals held responsible show a disposition to evade their duty to maintain correct practices the Board of Directors should be clothed with power to order the discontinuance of continuous market service.

A department directed by the secretary's office should be established to enforce the regulations.

News service to the trade in country towns should be improved.

To improve the news service a conference should be had with the telegraph companies to make the necessary arrangements, and a special com'te should be appointed to fix the terms.

Another special com'te should be named to look after complaints of poor public wire service, of which the com'te has heard much.

The basis of rates of commission provided in the Chicago Board of Trade rules should apply on all purchases by solicitors and offices receiving continuous quotations for shipments to other markets.

Messrs. Eckhardt, Brennan and Hoit felt that a manager of a branch wire office must be a member of the Board of Trade and that private wire offices should be limited to cities of 25,000 population or more. They also directed attention to the fact that market information and quotations are very widely disseminated now by radio and therefore this particular phase of present day progress should have the earliest possible consideration of the officers of the Board of Trade to promote a distribution of market news and quotations to all communities where such information is necessary for the proper conduct of their business.

The majority, however, felt that the limitation of wire offices to the larger towns and the requirement that the managers be members was unnecessary. They laid stress on the improvement of public telegraph and news services and with regard to the rates of commission found that enforcement of the Chicago commission rates on business for the Chicago market is at the present time a handicap against the Chicago market because of the fact that there is no regulation preventing the solicitors for the Chicago market buying grain for other markets on a brokerage basis, or at rates lower than is required on purchases for the Chicago market.

The recommendations of the com'te are based on a careful consideration of every phase of the private wire situation and a hearing of many members of the Board before the Com'te to express their views.

GERMANY'S wheat crop of 1921 was 99,000,000 bus., according to estimates submitted by U. S. commercial representatives. The rye crop was 259,000,000 bus. Last year the wheat crop totaled 85,000,000 bus. and rye 197,000,000 bus., and in 1914 Germany produced 147,000,000 bus. of wheat and 400,000,000 bus. of rye.

Grain Carriers

THE YEAR 1921 set a new low record in point of improvements made and new equipment ordered and acquired by United States railroads, according to statistics compiled by the *Railway Age*.

A MEETING of Pacific Coast operators of Shipping Board vessels is to be held in San Francisco, Jan. 19 to take definite steps toward formation of a pool of shipping interests on that coast.

TRANSIT privileges will be granted at Kansas City by the C. B. & Q. on grain moving from Sioux City, Ia., and certain points on the C. B. & Q. and Q. O. & K. C. in Missouri to St. Louis, Paducah, Ky., and beyond, effective Jan. 10.

A NEW schedule of intrastate rates on grain, grain products, hay, cottonseed oil, meal, cake and hulls was announced by the Oklahoma Corporation Commission, its order becoming effective Dec. 27. The new schedules embody substantial reductions.

NEW freight rates, Kansas City to Chicago, are 17½ cwt. on wheat and 16c on corn; to Peoria, 16c and 14½c; and to St. Louis, 13½c and 12c. From Kansas City to New Orleans and Galveston for export they are 30½c on wheat and 29c on corn.

APPLICATION has been made to the Interstate Commerce Commission by the New York Central Railroad for permission to lease the Toledo & Ohio Central Railroad and all its associated lines in Ohio and Michigan, for operation as part of its own system.

THE SUIT of the C. C. C. & St. L. R. R. Co. to recover \$3.61 as the balance of freight charges on a shipment made in 1917 by the Sebald Grain Co., Middletown, O., was dismissed, settlement having been made out of court. The plaintiff paid the costs.

GALVESTON, TEX.—A conference of exporters and their agents was held recently to consider the export situation. Efforts were directed particularly toward devising means for making a check of the grain in cars and elevators to determine its ownership and disposition.

FREIGHT loaded for the week ending Dec. 10 totaled 742,926 cars, a decrease of 4,528 cars from the figures of last week, and 95,027 cars less than the corresponding week last year. Grain and grain products loadings show a heavy increase over the same weeks of the last two years.

THE LAST steamer to leave Fort William and Port Arthur was the *Shaughnessy*, which was delayed until Dec. 21 making repairs to a broken propeller. This is the latest date of sailing from the port since 1881, when a ship cleared on Dec. 27. The *Shaughnessy* arrived at Erie, Pa., Dec. 28.



G. F. Powell, St. Louis, Mo.,
President-Elect Merchants Exchange.

A LOCOMOTIVE of the Lehigh Valley railroad jumped the tracks at Buffalo, N. Y., recently and collided with a train of box cars. Fire was started in a car loaded with wheat and it was completely burned.

THE PURCHASE of 7,300 freight cars of which 2,500 are to be box cars, was authorized recently by the directors of the C. B. & Q. Railroad. The total cost of the new equipment, with some passenger cars that are also to be bought, will be about \$15,000,000.

CONCENTRATION of the regulation of railway rates and railway wages in a single governmental body is advocated by Julius Kruttschnitt, chairman of the board of directors, Southern Pacific Railway. He also opposes repeal of the rate making provisions of the Transportation Act.

FREIGHT moved thru the Soo Canal in 1921 was 39% less than in 1920. The principal decrease was in iron ore. Wheat shipments increased 38%, from 143,356,487 bus. in 1920 to 197,715,010 bus. in 1921; while other grains increased 85%, from 51,630,135 bus. in 1920 to 95,694,264 bus. last year.

TRANSIT on grain was unreasonably denied by the Missouri Pacific Railroad Co. is the finding of Examiner Gault by the Interstate Commerce Commission in the complaint by the Dean Mill Co., desiring transit on grain originating on the M. & O. between St. Louis and Cairo, destined to Louisiana.

THE HEARING on the temporary injunction granted the Pennsylvania Railroad recently against the Railroad Labor Board has been postponed until Jan. 18. The temporary injunction restrains the Board from issuing a decision rebuking the Pennsylvania for failure to comply with an order of the Board in the shop crafts dispute.

CHANGES in the Transportation Law as recommended by the legislative committee of the National Industrial Traffic League will be considered by the League at a meeting in Washington Jan. 27. The attitude of the League's witnesses before the Interstate Commerce Commission in the rate hearings also are expected to be determined.

A STATEMENT of the earnings of railroads since 1911 was given out recently by George M. Shriver, senior vice-pres. of the Baltimore & Ohio. It shows that Class I carriers in the twelve months ended Sept. 30, 1921, received net operating income of 2.75% of the property investment. This was the third lowest in the 10 years covered by the figures.

INCREASED bonds have been asked for by the Kansas City Railroad Clearing House Ass'n to guarantee payment of freight charges during 1922. W. R. Scott, transportation commissioner of the Board of Trade, is active in a movement to obtain a hearing on the matter to determine whether the amounts of the proposed bonds are reasonable.

FREIGHT CARS idle because of business conditions on Dec. 23 totaled 552,373, an increase of 21,036 from Dec. 15. Of these 404,214 were in good repair and available for service if traffic warranted. Grain loadings in the week of Dec. 17 amounted to 36,793 cars, 10,590 less than the previous week, but 7,539 more than in the corresponding week of 1920.

For Reimbursing Sugar Handlers.

A resolution was introduced in the Senate recently by Senator Freylinghuysen, of New Jersey, authorizing reimbursement of several New York sugar corporations who imported sugar from Argentina during the period of shortage in 1919.

On Jan. 6 the Senate adopted the resolution. What was done for the grain dealers who paid \$2.95 for the farmers' wheat and were forced by the Government to sell at \$2.00?

BULLETIN No. 34 of the Wisconsin Crop Reporting Service, recently distributed, gives agricultural statistics for Wisconsin in 1920.

The Topeka Conference on Grain Marketing.

In accepting the invitation of J. C. Mohler, Sec'y of the Kansas Board of Agri., to attend the Topeka conference on plans for improving grain marketing conditions, Secy. E. J. Smiley of the Kansas Grain Dealers Ass'n wrote:

Cost of Handling Wheat Through Elevator.

I am pleased to be privileged to attend this conference, and hope to be enlightened as to the defects in present methods of grain marketing, if they exist. Several marketing plans have been submitted and we take from press reports that all of these plans contemplate the elimination of the middle-man. Before passing on this question, would it not be advisable first to determine the present cost of marketing grain direct from the producer to the terminal market? I have prepared the following table showing the actual cost of assembling grain at country points and expense of delivering to terminal markets, excepting freight charges.

Salary for operator or owner	\$1,500.00
Salary for helper six months in year...	600.00
Insurance on plant, \$5,000 at \$1.30 per 100	65.00
Insurance on grain, \$5,000 at \$1.30 per 100	65.00
Incidentals, telephone, telegraph, etc..	100.00
Inspection, weighing and reinspection..	200.00
Depreciation and repairs 5%	250.00
Interest on investment 7%	350.00
Taxes	200.00
Interest on money invested at 7%	280.00
½% shrinkage, on 100,000 bus. at \$1.00 per bu.	500.00
Commission at 1½c per bushel on 50,000 bushels	750.00
	\$4,860.00

You will note from the above that the actual cost of handling grain through a country elevator, including commission on one-half of grain handled, amounts to 4.8c per bushel. This is based on handling 100,000 bushels of grain per annum. I am very sure that not to exceed 15% of the 1,750 elevators in the state of Kansas will handle 100,000 bus. of grain per annum and an elevator handling less than this amount, the cost would be in excess of 4.8c per bushel. Neither does this table include loss from grain failing to grade as inspected or excessive losses in transit for which claims are not collected. The general impression prevails grain can be handled on 3c per bushel gross profit, not including commission. If there is a single item of expense shown in this table that can be eliminated, I would like to be shown.

I am very sure that a majority of firms operating elevators in Kansas, southern Nebraska, and eastern Colorado have handled the 1921 crop of wheat at a loss instead of at a profit. This can be accounted for largely from the fact that during the crop years of 1920-1921, we have had a declining market and much of the 1921 crop has been of an inferior quality.

I cannot conceive that even the most radical reformers would be in favor of eliminating the country elevator. It would be impossible to do this and market the quantity of grain that is produced in the southwest annually. If you are going to maintain the country elevator, is it not absolutely necessary to employ the services of some middle-man to receive and load grain direct from elevator to cars?

Advocates Study of Depreciation in Industries.

The Fabricated Production Dep't of the Chamber of Commerce of the United States has issued a bulletin advocating the study of depreciation in industrial plants by organizations of business men engaged in each industry.

The Chamber of Commerce of the United States recommends that trade ass'ns representing each line of business take up such studies. A typical rate on buildings, machinery, etc., could be worked out, and while the rates would not necessarily be adopted by every company engaged in a given trade it would serve the purpose of a base from which to determine individual rates. A typical rate derived from such careful study would prove of benefit not only to those making tax statements but to the Bureau of Internal Revenue in checking such statements.

Two commissions, one to survey the state owned mill and elevator problem and the other to investigate agricultural conditions, were appointed recently by the governor of North Dakota.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

CALIFORNIA

San Francisco, Cal.—The Western Pacific Grain Co. is retiring from the grain business.

San Diego, Cal.—G. C. Sims, mgr., was killed a short time ago in an automobile accident. Mr. Sims was mgr. of the Sperry Flour Co.

Woodland, Cal.—The business of N. M. Wherity will hereafter be conducted by Epperson & Fisher in connection with their business. Mr. Wherity will be connected with the firm.

CANADA

Arcadia, Sask.—The Northern Elvtr. Co.'s elvtr. burned Dec. 26. The elvtr. had a capacity of 35,000 bus. and was filled with grain.

Montreal, Que.—Robert Neilson, assistant sec'y of the Lake of the Woods Milling Co., Ltd., has resigned his position after 40 years in the business.

Regina, Sask.—E. E. Quigley, grain receiver and dealer in bonds, has liabilities of \$85,000 and \$15,000 assets. About \$19,000 is due on cash grain. Most of the creditors are farmers.

Ft. William, Ont.—The R. B. McLean Co. of Winnipeg has arranged to lease the Merchants Elvtr. from A. Snelgrove, and has already put the plant in operation. The elvtr. has a capacity of 40,000 bus.

Winnipeg, Man.—F. L. Prudhomme is the new mgr. of the Winnipeg office of the Saskatchewan Grain Co., Ltd. J. M. McDowell was formerly mgr. at this place. Mr. Prudhomme will be assisted in this capacity by A. M. Adams.

Winnipeg, Man.—The Manitoba Grain Co. has been fined \$25 and costs for infringing the Canada Grain Act by operating in the province of Saskatchewan as a commission merchant, without a license, the second one of a series of test cases.

Goderich, Ont.—John I. A. Hunt of London, Ont., pres. of the Goderich Elvtr. & Transit Co., states that the capacity of the plant will be doubled so as to handle 100 cars additional daily and avoid the delay experienced the past season, when as many as ten boats waited for 10 days to be unloaded.

COLORADO

Greeley, Colo.—H. E. Kelly is the mgr. of the Model Flour Mills, having succeeded C. F. Bell.

Bracewell, Colo.—A small fire loss was suffered by Mosher & Parker in December from a fire originating in the warehouse.

Springfield, Colo.—The Lent-Raymond Milling Co. is now operating the Baca County Mill & Elvtr. Co. which has been idle for some time, but has been remodeled.

IDAHO

Wildor, Ida.—M. A. Rogers will continue to be mgr. of the Wilder Equity Elvtr. for another year.

Pocatello, Ida.—We are closing our office here. The Scott-George Grain Co., of Denver, Colo., J. H. Bailey, mgr.

Bonner's Ferry, Ida.—Fire starting in the warehouse of the Stoll Grain Products Co. recently caused a small amount of damage.

Preston, Ida.—The new elvtr. of the Inter-Ocean Elvtr. Co., which up to this time has been in the process of erection, was put in operation on Jan. 2.

Priest River, Ida.—The Priest River Valley Grain Co. has completed its 96x48 foot warehouse on the Great Northern tracks. H. A. Dart is mgr. of this company.

St. Anthony, Ida.—The Miller Bros. Grain Co., in which Max Houser was interested, is now out of the grain business. The Miller Bros. Co. is now operating at St. Anthony, Chester, Ashton and Drummond.

Montpelier, Ida.—The Globe Grain & Milling Co. has taken over the elvtr. of the Miles Milling & Elvtr. Co. W. E. Peterson who is field mgr. of the Globe Company has been made temporary mgr. of the Miles elvtr.

ILLINOIS

Lincoln, Ill.—C. O. Miller of Macon has bot an elvtr. here.

Rodden, Ill.—Mail addressed to J. T. Sherrard is returned marked "Address Unknown."

Buckley, Ill.—C. T. Hupp is now mgr. of the Buckley Farmers Grain Co. in place of G. W. Maddin.

Kemp, Ill.—We have not sold our elvtr. at this place as reported.—Munson & Moss, by C. J. Moss.

Crete, Ill.—The Crete Grain Co., which was omitted from the list of Illinois dealers, is still doing business.

Staley (Champaign p. o.), Ill.—The Farmers Grain Co. is located at Staley and not at Champaign as erroneously reported.

Green Valley, Ill.—We may build a small wooden elvtr. next summer.—Farmers Grain & Coal Co., U. N. Hieronymus, mgr.

Virdean, Ill.—Fire slightly damaged the mill of Canham & Co. This company is owned by those interested in the Canham Grain Co.

Kingston, Ill.—I have sold my business here to the Kingston Farmers Co-op. Co. and am not in any business at present.—B. F. Uplinger.

El Paso, Ill.—A new grain elvtr. will be built near the site that was occupied by John Kinsella's elvtr. which was burned some time ago.

Wyandot, Ill.—A. O. Halberg, assistant, has been promoted to mgr. of the Farmers Grain & Stock Co-Operative Co., succeeding Oscar Berga.

Manlius, Ill.—Burglars were interested in a \$185 adding machine belonging to the Manlius Grain & Coal Co. so they carried it and \$9 away with them recently.

Missal, Ill.—I have resigned as mgr. of the Missal Farmers Grain Co. After Jan. 1 I will be mgr. of the West Brooklyn Elvtr. Co., West Brooklyn, Ill.—R. E. Jacobs.

Urbana, Ill.—A seed grain show will be held by the University of Illinois in connection with the two weeks' course in agriculture, Jan. 16 to 27, for corn growers and stockmen.

Peoria, Ill.—George Eggleston, formerly a grain dealer of Gibson City, died on Dec. 27 of heart failure. Mr. Eggleston is survived by a brother and four sons. He was 83 years of age.

Arcola, Ill.—John M. Ernst, a grain dealer here, was recently found guilty of forgery of his wife's name to a note for \$5,400. Mr. Ernst with his son Ralph were closely connected with the failure of the Arcola State Bank last May.

Adair, Ill.—The elvtr. of the DeForrest Bros. Co. was burned on Dec. 16, incurring a loss of about \$12,000 which is covered by insurance. The elvtr. has a capacity of approximately 50,000 bus. and contained about 9,000 bus. of corn and oats.

Wing, Ill.—Two broken ribs, an injured side and a bruised thumb were the results of some person's taking a ladder from its position, not knowing that John Wright, a grain merchant, was above cleaning out a bin in his elvtr. When Mr. Wright decided to descend, he stepped down—into empty space.

Glasford, Ill.—The Glasford Banner Farmers Elvtr. Co. recently filed suit for \$10,000 against the Turner-Hudnut Co., the charge being that the company has refused to pay for grain delivered last June. The Turner company, in turn, charges the elvtr. company with non-payment of grain dealings in futures, hence the refusal to pay for grain delivered.

Springfield, Ill.—Creditors of the Conover-McHenry Grain Co., operating here and at Peoria, were awarded judgment for more than \$350,000 recently by the decision of the Circuit Court here.

Hindsboro, Ill.—The elvtrs. here are owned by Porterfield & Sons and J. Crawford & Sons. There is no National Elvtr. at this place, hence the National selling to Wells Bros. of Arthur is false. Wells Bros. did, however, buy the National Elvtr. at Filson. Porterfield & Sons, Murdoch, purchased the National Elvtr. Co.'s elvtr. at that place and will run both plants.—Porterfield & Sons.

Decatur, Ill.—Effective Jan. 3 I purchased the interests of Victor Dewein in the Dewein-Hamman Co. and consolidated with Harrison, Ward & Co., of Bloomington. We now have offices in Bloomington, Peoria and Clinton, with thirteen country elvtrs. in connection with our modern concrete transfer elevator at Decatur. Our various offices will remain under the same management as formerly. Mr. D. M. Cash also remaining with us here. The business at all points will be operated under the firm name of Harrison, Ward & Co.—T. E. Hamman.

CHICAGO NOTES.

Eugene Hoyne is endeavoring to be reinstated as a member of the Board of Trade.

After having been connected with the Stein, Alstrin & Co. for some years, Charles Brayton was recently admitted to partnership.

Edward Wise and N. Kahn were recently admitted as members of J. S. Bache & Co. Edwin Scheffel has retired as a member of the firm.

John J. Donahue, who has been a member of the Board of Trade for years, died recently. Mr. Donahue was formerly located in Minneapolis.

John Lowitz will be made a partner in the firm of E. Lowitz & Co. A. J. Barrett and J. F. Bittle have resigned their positions with the company.

Milton Eschenburg will hereafter be connected with Henry Rang & Co. Mr. Eschenburg has been in business with his father up to this time but the latter is now retiring from business.

Under an amendment to the rules of the Board of Trade adopted Dec. 30, traders not members of the clearing house must at once furnish the names of a clearing house member who will guarantee their trades.

The many times considered plan to establish a better clearing system has been revived in a petition being circulated on the Board of Trade asking the directors to order a vote of the members on the proposition. The plan is to even up trades daily.

George Plummer, who is well known as a grain and stock solicitor and who has been with E. W. Wagner & Co. for about 15 years, will hereafter be connected with Dean, Onativia & Co., brokers in grain and stocks, who recently opened offices in the Postal Telegraph Bldg.

T. W. and Wilbur Keelin of T. W. Keelin & Co., grain merchants, were fined \$500 each after being indicted on the charge of defrauding customers of about \$100,000. The fines were inflicted after the Keelin brothers had turned over \$19,000 in assets and \$28,000 in cash. This, added to the \$22,500 previously turned in, is to serve as "restitution."

The directors of the Board of Trade on Jan. 3 unanimously adopted the following resolution: "Members of this ass'n and their employees must not, directly or indirectly, by innuendo or otherwise, participate in the circulation of any rumors affecting any individual, firm or corporation, and all members will take particular care to see that only facts, capable of substantiation, are reported. Any violation of this will be considered against the good name and dignity of the ass'n and will meet with drastic and precipitate punishment by this board of directors."

Robert McDougal was elected pres. of the Board of Trade Jan. 9 by a vote of 915, against 128 for John Hill, Jr. James J. Fones was chosen 1st v. p., J. F. Lamy, 2d v. p., and directors for 3 years, James K. Riordan, 689 votes; Joseph W. Badenoch, 663; Louis C. Brosseau, 592; Henry A. Rumsey, 585, and Royal W. Bell, 520. George A. Wegener was chosen for director to fill the unexpired term of J. C. Murray, resigned. Com'te of appeals for two years: Frederick G. Winter, John A. Low, Eugene Schefflin, Otto W. Glenk and Edward P. McKenna.

Christmas baskets containing a regular family dinner were distributed to several hundred children by the Board of Trade on Dec. 24. The idea originated from the hundreds of letters written to "Santa Claus" by these hopeful little waifs and the Board voluntarily turned "Santa" for a large number of the families who would have gone Christmas dinner-less.

Grain inspected at Chicago increased from 97,050 in 1920 to 177,144 in 1921; but as values were lower the volume measured in dollars decreased. Board of Trade clearings for the year 1921 having been \$215,096,131, against \$248,217,259 for 1920. Receipts of grain and flour during the year were equivalent to 372,520,000 bus., against 244,630,000 bus. for the preceding year.

The following were recently elected to membership in the Board of Trade: Howe G. Baxter, Jas. R. Bush, Horace H. Alvord, Jr., C. W. Elmer, Wm. Masten and Milton Eschenburg. The memberships of the following have been transferred: H. H. Palmer, Wm. H. Busk, Walter L. Johnson, E. T. Irwin, Frank W. Loose, John H. Van Dyke, Geo. B. Conover, L. G. Bournique and Fred Hoose of Kansas City, Mo. Memberships in the Board of Trade are selling at \$5,800.

By a vote of members an amendment to Rule XIV was adopted prohibiting members of the Board paying down profits on unclosed contracts, the whole paragraph now reading: "Any member who, or whose firm or corporation, shall be convicted by the Board of Directors of a violation of the provisions of this rule, or of any evasion thereof by making rebates in prices, by making any contract or observing any contract already made, by furnishing a membership in this Exchange, by giving any bonus, gift, donation, by the payment of profits on open contracts, or otherwise, or shall purchase or offer to purchase any grain, seeds, provisions or other commodities consigned to him, them, or it, for sale, or by rendering any other service or concession whatsoever, with the intent to evade in any way, directly or indirectly, the regular rates of commission or brokerage established by this rule, shall be expelled from the Association. Free telegraphic communication, however, shall not be construed as a violation of this rule."

E. W. Wagner & Co. discontinued business Dec. 30 after an examination of the firm's affairs by the business conduct com'te of the New York Stock Exchange. The firm stated that its assignment was due to a finding by the com'te that its capital was insufficient to protect its customers. J. S. Sheppard, Jr., was appointed receiver at New York and W. T. Abbott receiver at Chicago. The trouble seems to have started with the failure a few weeks earlier of F. G. Sprague & Co., of Ft. Wayne, Ind., operating five branch offices in Indiana and Ohio, as correspondents of E. W. Wagner & Co. Their liabilities were \$600,000 and assets \$200,000. The directors of the Chicago Board of Trade called on Mr. Sprague to explain his methods; but Wagner & Co. were not responsible as they merely executed his orders, and arranged to re-open the Sprague offices as E. W. Wagner & Co., when the New York Stock Exchange unexpectedly objected. It is thought that if the Stock Exchange had withheld its announcement a little longer Mr. Wagner could have raised the necessary capital. The firm's liabilities are placed at \$7,500,000, and assets \$5,000,000. At Cleveland, O., Alex Bernstein was appointed receiver. The Chicago receiver Jan. 8 was given a check for \$880,000 by Clark Childs & Co., of New York in settlement of account. The grain trades at Chicago were promptly closed out, but the Chicago receiver is not sacrificing any of its shares, and has retained J. J. Fones to handle the grain and Frank Murphy to dispose of the stocks. Judge Landis at Chicago has ordered the furniture in the offices in 21 cities sold, and Receiver Abbott who is an official of the Central Trust Co., has ordered the delivery of grain in warehouses to 20 different firms.

INDIANA

Frankfort, Ind.—Mail addressed to Pratt & Co. is returned "Unclaimed."

Aboite, Ind.—Mail addressed to the Farmers Equity Co. is returned marked "Unclaimed."

Ambia, Ind.—I have succeeded J. M. Heinen as mgr. of this firm.—C. J. Hile, Ambia Grain Co.

Twelve Mile, Ind.—J. E. Kingery is now mgr. of the Farmers Elvtr. Co. in place of Harry R. Rea.

Crete, Ind.—The capital stock of the Crete Elvtr. Co. was recently increased from \$25,000 to \$50,000.

Indianapolis, Ind.—An addition to its building to cost \$45,000 will be erected by the Piel Bros. Starch Co.

Frankton, Ind.—H. J. Nading of Flat Rock, has succeeded John N. Wise as mgr. of the Farmers Elvtr. here.

Bainbridge, Ind.—Mail addressed to Isaac A. Leavel who operated a mill and elvtr. here is returned marked "Removed."

Indianapolis, Ind.—The Farmers Terminal Grain & Feed Co. contemplates increasing its capital stock from \$150,000 to \$500,000.

Yoder (Sheldon p. o.), Ind.—John Kinch had his finger torn off recently when it was caught in the grain conveyor chain of the elvtr. at this place.

Evansville, Ind.—Wilbur Erskine, pres. of the Akin-Erskine Milling Co., has filed a petition in bankruptcy, scheduling \$515,000 liabilities and \$127,000 assets.

La Crosse, Ind.—In a wage argument Chas. Coleman, discharged employe, with a hammer fractured the skull of C. O. Gifford, mgr. for Chatterton & Sons, on Jan. 9.

Snow Hill Sta., Winchester p. o., Ind.—Geo. Harris of Lynn, who has purchased a store here, also will take charge of the elvtr. for the Goodrich Bros. Hay & Grain Co.

Brazil, Ind.—Paul W. Mitchell, having been succeeded by Will Scharf as mgr. of the Clay County Farm Bureau, has moved to Clay City, where he has accepted a better position.

Clay City, Ind.—I recently changed from the Clay County Farm Bureau, Brazil, Ind., to the headquarters at Clay City. This company is installing a new grain cleaner and feed mill.—Paul W. Mitchell.

Millville, Ind.—I have succeeded Wisheart Bros., having bot the half interest which belonged to my brother. I also expect to equip my elvtr. with electric motors this coming summer.—W. S. Wisheart.

Seymour, Ind.—A cracked corn grader and separator will be installed by us in connection with the 75-bu. feed grinder and 150-bu. sheller that we have just put in.—C. R. Jackson, mgr. Farmers Co-op. Elvtr. Co.

Griffin, Ind.—C. C. Armstrong was the man that represented A. Waller & Co. of Henderson, Ky., in the grain business, but they have done no business here since the war and their cribs are for sale.—N. N. Walker.

Deerfield, Ind.—The elvtr. formerly operated by Ray Barton has been purchased by Fred Elliott, who has already taken possession. Mr. Barton will be connected in the elvtr. and coal business of his father at Ridgeville.

Evansville, Ind.—The capital stock of the Farmers Grain Co. of Union Township will be increased from \$5,000 to \$10,000. The officers of the company are: J. F. Schenk, pres.; James Anthony, treas.; Clarence Kuester, sec'y.

Adamsboro (Logansport p. o.), Ind.—We have bot the store and general merchandise business located here and in addition to the general line, we are planning to handle grain, coal, salt and feed of all kinds.—Angle & Rea.

Lafayette, Ind.—An option on the grain elvtr. of Born & Co., of which Edward Born was mgr., has been taken by farmers here who have organized. It is their plan to operate the firm as a co-op. organization to be known as the Tippecanoe Farmers Co-op. Elvtr. Ass'n.

La Porte, Ind.—The elvtr. and feed grinding section of the Maple City Milling Co. was burned at 1 a. m. on Dec. 20, incurring a loss of \$10,000, which is covered by insurance. The fire is believed to have started from a spark from a N. Y. Central engine. This company was formerly known as the Paul B. Eckhart Milling Co.

Daleville, Ind.—Vance Shoemaker and Roscoe Shroyer are the new owners of the two grain elvtrs. formerly operated by J. P. Shoemaker who died last September. The elvtrs. were sold at auction on Dec. 20 and Messrs. Shoemaker and Shroyer were the highest bidders, offering \$6,200. The former has worked in the elvtrs. for several years. They have already commenced operation under the name of the Shoemaker Grain Co.

IOWA

Hawarden, Ia.—The elvtr. at this place recently was damaged by fire.

Hartley, Ia.—The Hartley Grain Co.'s elvtr. has been reopened with B. T. Sherbon again in charge.

Kesley, Ia.—Fire, originating in the engine room, burned the elvtr. of Jake Uhlenhopp on Dec. 20.

Algona, Ia.—Fred Anderson, who has been conducting the Bowles-Kessler elvtr., has transferred his interests to the A. Streit elvtr.

Farlin, Ia.—The Farlin Elvtr. Co. recently incorporated with a capital stock of \$50,000. O. W. Stream is pres. and Harry Greiner is the sec'y.

Oakwood (Marble Rock p. o.), Ia.—Julius F. Huxsol is mgr. of the Farmers Grain Ass'n here; this place being formerly known as Carney.

Bristow, Ia.—A. De Francs was recently made mgr. of the Farmers Elvtr. here, to be assisted by Trim Truex. Mr. De Francs comes from Lucan, Minn.

Denhart (Corwith p. o.), Ia.—Mail addressed to G. H. McCarel, who was the mgr. of the elvtr. of Davis Bros. & Arnold, is returned marked "Removed—Left No Address."

Tingley, Ia.—The elvtr. being erected by the Farmers Union Co-op. Co. is nearing completion. It will have a capacity of 18,000 bus. and will be 26x42 feet. The building will cost \$15,000.

Sioux City, Ia.—Our firm is still in Sioux City but has been changed to the extent that this is only a branch office and is under the control of the general offices at Sioux Falls.—Burke Grain Co.

Tipton, Ia.—Have recently bot out W. W. Little & Co. here, including the business and the two grain elvtrs. and feed mill, and expect to conduct business under the firm name of G. M. Crosby.—G. M. Crosby.

Dike, Ia.—John Knepe, who has been mgr. of the Independent Grain & Lumber Co. at Zaneta (Dike p. o.) and Stout, has been transferred to Parkersburg where he is succeeding L. Christiansen. Mr. Knepe's place at Zaneta is being taken by Harry Easterday.

Rock Rapids, Ia.—The elvtr. of the Farmers Co-op. Exchange, for which Gerald Hoben was mgr., was damaged slightly by fire which is believed to have originated from the brushes of the motor wearing down. This caused the motor to spark which ignited the grease on the floor.

KANSAS

Topeka, Kan.—The Topeka Flour Mills Co. is building a 2-story warehouse.

Edmond, Kan.—Farmers Elvtr. & Merc. Co. incorporated; \$25,000 capital stock.

Hepler, Kan.—The Mead Grain Co.'s elvtr. was badly damaged by fire Dec. 27.

Canada, Kan.—Siebert Bros. recently bot the Karl Ehrlich Grain Co.'s elvtr. here.

Hutchinson, Kan.—We have discontinued business here.—Bolin-Hall Grain Co.

Grinnell, Kan.—Geo. Haverkamp, formerly of Red Cloud, Neb., is now located at this place.

Studley, Kan.—F. D. Walter's elvtr. burned Dec. 20. One thousand bus. of corn were lost.

Belleville, Kan.—Konovalske Bros. contemplate building their own elvtr. before the new crop.

Coffeyville, Kan.—John P. Casey, traffic mgr. of the Rea-Patterson Mill Co., died recently of heart disease.

Vinland, Kan.—The Vinland Co-op. Elvtr. Co. recently succeeded the Douglas County Farmers Co-op. Ass'n.

Arcadia, Kan.—O. H. Hearkreader has bot the warehouse and business of the Kelso Grain Co. at this station.

Liberal, Kan.—E. A. Gardner of the Vickers Grain & Seed Co., was injured recently by the breaking of a cable.

Oberlin, Kan.—The Shipping Ass'n of Oberlin has been organized, with A. E. Driscoll pres., and Neil Rogers, sec'y.

Coldwater, Kan.—Bogus scale tickets were used by three men in an attempt to defraud the Larabee Flour Mills Co. by alleged deliveries at the elvtr.

Wichita, Kan.—F. C. Dymock, who is the local mgr. of the Armour Grain Co., has been confined to his home because of sickness.

Peabody, Kan.—The Peabody Milling, Co. which long has been operating an elvtr. here, has now been incorporated with \$100,000 capital stock.

Wilmore, Kan.—The Wilmore Grain & Mercantile Co. has been reincorporated as the Wilmore Co-operative Grain & Merc. Co.—Fisher Grain & Elvtr. Co.

Marysville, Kan.—The Marysville Mill & Elvtr. Co. has been incorporated for \$75,000. Incorporators: N. S. Kerschen, Wm. De Lair and George Mohrbacher.

Turon, Kan.—A suit by the Reno Flour Mills Co., of Hutchinson, against the Artesian Valley Milling Co. of Turon in an endeavor to collect \$2,812 has been filed.

Hutchinson, Kan.—This office has been closed. —Vanderslice Lynds Co., grain commission merchants. (This company has offices in Kansas City, Mo., and Omaha, Neb.)

Price (Sabetha p. o.), Kan.—Norman Fike recently purchased the two elvtrs. owned by A. D. Robinson. Mr. Fike has been in charge of the elvtrs. for several months.

Coats, Kan.—After completing the foundation for the new elvtr. and finishing the office the Farmers Co-operative Elvtr. Co. has delayed the work for financial reasons.

Satanta, Kan.—The grain elvtr. of William Shute will hereafter be operated by G. C. Davis of Alden, who recently purchased it. Mr. Shute is planning to establish himself as a broker in Dodge City.

Valley Falls, Kan.—I am operating the Thomas Hatfield Elvtr. now known as the Hatfield Elvtr. Co., Thomas Hatfield having no interest here at present, only owning the buildings.—H. E. Martin, mgr. Hatfield Elvtr. Co.

Cummings, Kan.—Stockholders of the Farmers Union Elvtr. Co., of which O. D. Amend was mgr., have decided to turn the property over to creditors. Two years ago the company bought an elvtr. for \$9,600 and paid \$1,200 for repairs.

Reserve, Kan.—Henry J. Fernau, who has been operating an elvtr. here, shot and killed himself on Dec. 23 because of discouragement, it is said. Mr. Fernau was at one time mgr. of the Farmers Union Co-op. Ass'n. He is survived by a wife and five children.

Atchison, Kan.—Theodore Nass & Son have purchased the property and elvtr. of the Seaboard Milling Co., altho the latter concern has not been operating it. The elvtr., which will be managed by Cletus Nass, will be used temporarily as a feed mill, but it is probable that they will enter the grain business in a short time.

Lenora, Kan.—I am mgr. of our grain and coal dept. After Jan. 1, Leslie Cleveland will manage the merchandise dept. I formerly operated the J. M. Decker Elvtr. here, but went to work for this firm July, 1920. Ralph Yocum is operating the J. M. Decker Elvtr. at this time.—R. E. Jacobs, mgr. grain and coal dept. of Lenora Mercantile Ass'n.

Silver Lake, Kan.—The Silver Lake Grain Co. incorporated; \$25,000 capital stock; incorporators, F. A. Barney, W. D. Faulkner and C. C. French. The new company has just bot the business managed by T. J. Abel for the Farmers Co-operative Co. and retained him as manager of the new elvtr. replacing the burned house, and which will be completed Feb. 1.

Hardtner, Kan.—Ross McClure went to the Chickasha Milling Co. on Jan. 1 at Carnegie, Okla., and Clarence Heaton takes charge of the Capron, Okla., company for us. Our head office remains at Hardtner, Kan.—Southwestern Elvtr. & Merc. Co. (This company recently bot the elvtr. of the Sun Grain & Export Co. at Capron and installed Mr. McClure as temporary mgr.).

Delia, Kan.—A loss amounting to about \$20,000 was incurred when the elvtr. of the Delia Grain Co. burned Dec. 24. The fire is believed to have started from an overheated engine room. The capacity of the elvtr. was 20,000 bus., and it contained 3,500 bus. of wheat, 6,000 bus. corn and about 2,500 bus. of oats. An elvtr. on adjoining property belonging to the Farmers Elvtr. Co. was also endangered. H. R. Miller is the mgr. of the company.

Canton, Kan.—J. A. Frick, formerly pres. of the Canton Milling Co., which was sold a short time ago, contemplates re-engaging in a similar business elsewhere before the next crop.

KENTUCKY

Morganfield, Ky.—Robert M. Young, grain dealer here and also mayor-elect, died at his home on Dec. 26. He was 54 years of age and is survived by his widow and two children.

Louisville, Ky.—The business of Williams & Monroe, brokers, was suspended recently, the cause being bad accounts. The liabilities of the concern amount to \$60,000 with assets totaling \$45,000. Harvey Williams and H. F. Monroe are the members of the firm.

MARYLAND

Baltimore, Md.—Amendments to the rules of the Chamber of Commerce will be considered at a meeting Jan. 12 to comply with the Future Trading Act.

Baltimore, Md.—A bill for the erection of a grain elvtr. costing \$2,000,000 to be maintained at the expense of the state, has been prepared by State Senator John S. McDaniel for presentation to the General Assembly, ostensibly for the benefit of the farmers.

MICHIGAN

Greenville, Mich.—We are building an up-to-date elvtr. and feed mill, capacity from 13,000 to 14,000 bus.—R. J. Tower Milling Co.

Holland, Mich.—The Weurding Grain Co. has been expelled from the Grain Dealers National Ass'n because of refusal to arbitrate a trade dispute with the Myers-Marshall Grain Co. of Jackson, Mich.

Hamilton, Mich.—Geo. Timmerman is the mgr. and A. G. Lohman, acting sec'y, of the Hamilton Farm Bureau Co-op. Ass'n which was recently reported as contemplating the erection of a new elvtr.

Holland, Mich.—An organization of about forty farmers here has raised \$10,000 which will be used to erect a new elvtr. here to take the place of the one being used at the present time. O. B. Brouwer is pres.

Saginaw, Mich.—We are in the bean and grain business, our main office being located here. We purchased the elvtr. formerly owned by the Bad Axe Grain Co. of this city.—Cass City Grain Co., per J. Frutchey, sec'y.

Otter Lake, Mich.—The grain elvtr. here of the J. B. Burroughs Co., of Flint, was damaged to the extent of several thousand dollars at 3:30 a. m., Dec. 19, when a freight car of the Michigan Central R. R. jumped the track when it met the closed switch and crashed into the front end of the elvtr. The scales were wrecked and the grain dropped into the basement.

MINNESOTA

Dawson, Minn.—The Equity Co-op. Elvtr. Co., Inc., is defunct and is out of business.—Bank of Dawson.

Paynesville, Minn.—The Paynesville Mill & Elvtr. Co., with a capacity of 150 bbls., is now in operation.

Oklee, Minn.—A fire in the power house of the Farmers Co-operative Elvtr. Co. recently was extinguished with small loss.

Bertha, Minn.—H. A. Steinkraus and Ed. Thompson are the new owners of the Bottlemiller Co.'s flour, feed mill and elvtr.

Litchfield, Minn.—The stockholders of the Independent Co-op. Elvtr. Co. held a meeting on Dec. 27 during which the sale of the plant was discussed.

Sleepy Eye, Minn.—Edward E. Berkner is contemplating the erection of a grain elvtr. He recently suffered a \$65,000 fire loss when his elvtr. burned.

Hutchinson, Minn.—Martin Paulson, agt. for the Powers Elvtr. Co., whose plant burned, has bot the property remaining and will do a fuel and feed business.

Watson, Minn.—The Watson Produce Co. will hereafter be known as the Watson Elvtr. Co., and the capital stock has been increased from \$10,000 to \$50,000. H. F. Teigen is pres. and H. J. Oven is sec'y.

Minneapolis, Minn.—We have decided to call the Culbert Mill "Diamond No. 2."—Viehman Grain Co. This company recently purchased the Culbert Milling Co.

Cannon Falls, Minn.—We are going to erect a warehouse to handle seeds, flour, feed, salt, cement and twine.—F. R. Anderson, mgr. Cannon Falls Farmers Elvtr. Co.

Minneapolis, Minn.—Memberships in the Chamber of Commerce have been transferred by James McRae to John B. Gilfillan and Frank P. Deutscher to Harold Hellier.

Glyndon, Minn.—We wrecked the old elvtr. and built up a new cribbed one, fully electric equipped. Our capacity is now 40,000 bus.—National Elvtr. Co., A. J. Schmitz, agt.

Waseca, Minn.—The W. L. McPeak Elvtr. Co., which purchased the property of the Waseca Milling Co. some months ago, is doing a buying and shipping business in wheat, rye, oats and seeds, with L. E. Olmstead as mgr.

Minneapolis, Minn.—The Delmar Co. recently incorporated under the laws of Delaware, with W. G. Kellogg pres. and R. Sharp Stephens, vice pres., will continue the cash grain business for the Armour Grain Co. here and operate the Delmar Elvtr.

Minneapolis, Minn.—A grain, stock and bond brokerage firm will be opened here by J. B. Gilfillan, Jr., known here as a grain man and banker. Mr. Gilfillan recently became a member of the Chamber of Commerce, the Chicago Board of Trade and the New York Stock Exchange.

Ivanhoe, Minn.—Sixty sacks of flour were stolen from the Geo. P. Sexauer & Son elvtr. recently but the culprit evidently left his dog in exchange for the flour. The following morning George Jarzyna, mgr., found the dog in the elvtr. and it is hoped that its owner, evidently the thief, may be traced thru it.

MISSOURI

Jasper, Mo.—The Rea Patterson Milling Co. suffered slight loss by fire Dec. 10.

Moberly, Mo.—Tony Florita has sold the Moberly Grain Co. to W. F. Darby of Cairo.

Craig, Mo.—Slight damage was done to the elvtr. of F. S. Brownfield recently by fire.

Wilcox, Mo.—Mail addressed to the Western Grain Co., which was reported to have let contract for an elvtr., is returned marked "No firm of that name here."

St. Joseph, Mo.—We are opening the Great Western Elvtr.—Valley Grain Co. The Great Western was formerly operated under lease by the Sun Grain & Export Co.

St. Joseph, Mo.—On Nov. 30 we succeeded the Holdridge Grain Co. We have controlled the Holdridge Grain Co. for the past four years and it has been the intention to make the above change sooner or later.—Bruce Bros. Grain Co.

St. Louis, Mo.—The Annan-Burg Grain & Milling Co., which recently purchased the building which it had been occupying, has decided to enlarge the plant and another building will be erected in the rear on the same ground in the future.

St. Joseph, Mo.—At the annual election held Jan. 3, Chas. A. Geiger was elected pres. of the St. Joseph Grain Exchange for the year 1922, succeeding C. L. Scholl. A. C. Muench was elected vice-pres., to succeed C. A. Geiger. J. W. Daily, J. D. McKee, C. L. Scholl, W. W. Simmons and Geo. F. Stewart were elected directors for the years 1922-1923. Fred. Erick, C. D. Taylor, M. C. Bruce, W. M. Huff, and H. H. Savage are in office for the balance of year 1922. Appointments of sec'y and treas. have not yet been taken up.

St. Louis, Mo.—The Merchants Exchange has elected the following officers for the ensuing year: Pres., George F. Powell; first vice-pres., W. J. Edwards; second vice-pres., Samuel Plant. Directors for two years: Nat. L. Moffitt, W. J. Niergarth, R. R. DeArmond, Fred W. Langenberg, Ludwig Hesse. Appeals com'tee: Jas. Paul Berger, E. C. Dreyer, C. A. Morton, Chas. E. Valier, A. H. Beardsley, John H. Herron, O. J. Wooldridge, Alex C. Harsh, E. F. Catlin, John C. Burks, Logan M. Baxter and Alex L. McDonald. Arbitration com'tee: Zeb. P. Owings, George L. Kelley, J. B. Horton, Walter J. Ravold, Dan. S. Mullally, Hugh B. McCormick, H. N. Manning, Louis T. Hall, Al. V. Imbs and Charles A. Winter.

Adrian, Mo.—Henry Moudy, for 30 years in the grain business here as the A. Moudy Grain Co., died recently.

Cameron, Mo.—The Cameron Co-op. Elvtr. Ass'n is a new farmers' ass'n organized some years ago, who are contemplating the building of a new plant.

KANSAS CITY LETTER.

Frank G. Coe of Chicago, has purchased the membership in the Board of Trade of Chas. W. Avery for \$9,750.

J. C. Robb and K. M. Wharry, who were recently charged with embezzlement, are located here and not at Kansas City, Kan., as reported.

The rate of interest to be charged by Kansas City Board of Trade firms on advances on cash grain during January has been fixed at 7% by the finance com'te.

B. C. Moore, receiver for the F. B. Clay Grain Co., has made payments of 30c on the dollar to creditors. Mr. Moore is making an effort to liquidate all assets of the company.

E. H. Reed of the Corn Products Refining Co. recently bot the Board of Trade membership certificate of R. W. Sampson of the defunct F. B. Clay Co. The price was \$10,000. Mr. Reed recently applied for membership in the Board of Trade.

About 65 members attended the dinner given the evening of Jan. 7 in honor of B. L. Hargis and C. W. Lonsdale. In appreciation of their services and time given during the past year to the Board of Trade, Mr. Hargis was presented with a silver coffee service and Mr. Lonsdale with a bouillon set. The affair was a great success.

The following officers of the Board of Trade were elected Jan. 3: James N. Russell, pres.; Harry J. Smith, first vice-pres.; Allen Logan, second vice-pres. Directors: C. A. Dayton, J. H. Wooldridge, N. F. Noland, W. W. Marshall, B. C. Christopher and William Murphy. Arbitration com'te: J. J. Kraettli, R. A. Jeanerret, F. L. Bedell, W. H. Marshall and E. F. Emmons. F. G. Crowell and H. F. Spencer were elected directors for two years of the Grain Clearing Co. and B. C. Moore was elected for one year.

A co-partnership under the name Clay-Leahy Grain Co. has been formed to engage in the grain business by Frank B. Clay and J. F. Leahy, members of the F. B. Clay Grain Co., which failed recently. B. C. Moore, receiver for the F. B. Clay Grain Co., has not completed his work, but he has stated that when some slow assets can be realized upon the creditors will all be paid in full. A dividend of 30% has already been declared. Mr. Clay and Mr. Leahy gave active assistance in settling the affairs of the company. The two men, who are well known to dealers in the Southwest, deserve sincere commendation for their courage in re-entering the business immediately. Their determination, which was not weakened by difficulty, contains a worth while message for every business man.

MONTANA

Dodson, Mont.—The Empire Elvtr. closed recently.—Equity Co-op. Ass'n.

Hathaway, Mont.—Mail addressed to the Hathaway Grain Co. is returned unclaimed.

Great Falls, Mont.—Plans are being made by those interested to organize a Mutual Grain Co. to buy the assets of the defunct Montana Grain Growers Ass'n.—J. G. Crites, receiver.

NEBRASKA

Deshler, Neb.—Chas. Minnick is now mgr. of the Deshler Farmers Elvtr. Co.

Belgrade, Neb.—Mgr. Kilpatrick is now conducting the Hord Co.'s elvtr. here.

Brule, Neb.—The Lexington Mill & Elvtr. Co. has purchased the Brule Grain Co.'s elvtr.

Harvard, Neb.—William Harris of Kenesaw is the new owner of the flour and feed business of Harry Tickler.

York, Neb.—E. A. Leavitt of the E. S. Clarke Lumber Co. was recently elected sec'y of the York Milling & Grain Co. He will succeed O. J. Dudek.

Minden, Neb.—Thomas McQuillan and T. E. Flack recently purchased the South Mill and will conduct it under the name of the Minden Mill & Elvtr. Co.

Peru, Neb.—E. J. Jorgensen, our manager, has resigned after an accident in which he lost one finger and had another mashed in a corn elvtr.—Farmers Elvtr. Co.

Cozad, Neb.—I leased my elvtr. to A. B. Carter the first of last March for a year. I expect to take charge again the first of March, 1922.—W. G. Adams, Cozad, Neb.

Omaha, Neb.—The Grain Exchange has appointed the following on the transportation com'te: E. A. Beardsley, chairman, C. W. Adams, A. McKinley, J. P. Zimmerman, C. H. Compton, F. R. Deffenbaugh and J. A. Cole.

Red Cloud, Neb.—George Havercamp, formerly of this city, is now located at Grinnell, Kan. Some time ago it was stated that Mr. Havercamp's elvtr. at Red Lodge had burned, which was incorrect, as the burned plant was at Red Cloud.

Riverdale, Neb.—The elvtr. of the E. D. Gould Cattle Co. was burned on Dec. 18. It contained about 1,000 bus. of grain. It is believed the fire started in a tool house adjoining the elvtr., and a loss of \$7,000 is estimated, insurance policy for which lapsed only a short time before the fire.

NEVADA

Elko, Nev.—The Elko Milling Co. found it necessary to stop operations for a short time recently in order to make repairs, but it is now running to its full capacity. This company recently bot the mills and elvtrs. of the Holley Milling Co. which are situated at different cities in this part of the country. The company will be reorganized, with its capital stock increased to \$1,000,000. W. W. Percival is mgr.

NEW ENGLAND

Stratford, Conn.—A \$10,000 fire loss was incurred when the Farmers Flour & Grain Co.'s plant was burned on the night of Dec. 19.

Framingham, Mass.—The office of the Cutler Grain Co. was entered on Dec. 19 by night visitors who left with \$69 which they "discovered" in the safe.

Ludlow, Vt.—Wm. J. Phelan and Henry Howard have bot the grain business and mill of A. G. Spaulding, who retires after 30 years in the grain business.

So. Hadley Falls (branch of Holyoke), Mass.—Arthur Halley recently opened a grain and flour company here. Mr. Halley has been mgr. of the Prentiss Brooks Co. for years.

Groveland, Mass.—William Dewhirst, grain dealer, died on Dec. 23, his death being caused by heart trouble. He was 60 years of age and is survived by a son and three daughters.

Worcester, Mass.—The Bowker Co. incorporated with a capital stock of \$15,000, to deal in hay, grain and flour. Incorporators: Dorothy and Charles Bowker and B. J. Winchester, Jr.

Greenfield, Mass.—A new grain elvtr. has been erected by E. C. & W. L. Hopkins which will more than double the capacity of their storage facilities. The new elvtr. was dedicated Dec. 24 with a dancing party by members of the firm, employees and many invited guests.—S.

Worcester, Mass.—The B. H. Alden Coal Co. has been incorporated with a capital of \$300,000 and in addition to its coal business will carry a wholesale and retail line of grains, hay, feeds, etc. Incorporators are Burton H. Alden and Etta L. Alden of Worcester and Anna M. Holley of Webster, Mass.—S.

Hartford, Conn.—The Smith-Pearsall Co. has been organized here with a capital of \$200,000 to deal in grain, feed, lumber and coal. They are said to be negotiating for a large warehouse already constructed and plan the erection of a grain elevator. The incorporators are Howard F. Guernsey, Stillman F. Westbrook, Harry E. Pearsall and Ernest W. Smith, all of Hartford.—S.

Providence, R. I.—Wendell P. Hale, at one time a grain dealer here, died at his home on Dec. 15 at the age of 76 years. He was connected with Adams Bros., Whitford & Aldrich and later with Baker, Hale & Co. This last company was succeeded by W. P. Hale & Co. Mr. Hale was a member of the Board of Trade, which later became the Chamber of Commerce, and was also of the New York Produce Exchange. He is survived by his widow and four children.

Augusta, Me.—The Crowell Wholesale & Retail Grain & Grocery Co. incorporated; capital, \$10,000. Incorporators, William C. West of Augusta, pres.; Charles H. Crowell of Augusta, treas.; Burleigh Martin, Augusta, clerk; directors, William C. West, Charles H. Crowell and Harlow Howard, all of Augusta.—S.

Boston, Mass.—At a meeting of the newly elected Grain Board of the Boston Chamber of Commerce, Warren G. Torrey was elected chairman. He succeeds J. E. Southworth, who declined re-election as a director of the board following two years' service as its chairman. H. L. Hammond was elected as vice-chairman.—S.

New London, Conn.—A group of local business men are planning the erection of a large grain elvtr. at the state owned pier here. It is expected that a corporation will be organized within a fortnight and plans prepared for an elevator which may be erected early in the spring. Several large steamers which docked in New London with grain as part of their cargoes were obliged to proceed to Boston to unload grain consigned for cities in this section. With the government plans for improving the local harbor, local grain dealers believe that considerable import and export grain business can be handled here as soon as facilities are provided.—S.

NEW YORK

Buffalo, N. Y.—J. G. McKillen has been appointed as trustee of the defunct Curtiss Grain Corporation.

Buffalo, N. Y.—Alfred Anderson, who was formerly chief inspector of grain of the Corn Exchange, died the latter part of December.

Buffalo, N. Y.—A 96-mile per hour gale blew two of the three steel marine legs of the Mutual Terminal Elvtr. Co. into the river Dec. 18. Some of the machinery fell on the dock, a crumpled mass. The plant was still able to handle grain thru the third leg. The company carried \$1,000,000 tornado insurance, but the loss will reach nowhere near \$750,000 as reported.

NORTH DAKOTA

Nash, N. D.—The Nash Grain & Trading Co. has just closed up.—J. C. Gilmore, agt., National Elvtr. Co.

Mooreton, N. D.—Bailey & Sether Elvtr. Co. has closed its elvtr. for this season.—Bailey & Sether Elvtr. Co., by R. W. Sether.

Fairmount, N. D.—Mail addressed to the Fairmount Grain & Fuel Co., of which P. G. Miller was proprietor, is returned marked "Out of business."

Napoleon, N. D.—Mail addressed to the Logan County Grain Co., recently reported as having established here, is returned marked "No such company here."

Oakes, N. D.—Our elvtr. and warehouse got destroyed by fire Dec. 21. The coal shed and brick office were saved. We have not yet decided to rebuild.—H. J. Greves, owner Home Elvtr.

Devils Lake, N. D.—I have sold out to W. E. Bryant of Yakima, Wash. This is the same Mr. Bryant that ran the Lake Grain Co. a few years ago, which was absorbed by the Lake Fuel Co., and Mr. Bryant is the sole owner of both now.—N. J. Rodenberg, Devils Lake, N. D.

OHIO

Upper Sandusky, O.—Wm. Gregg & Son have their new elvtr. finished.

Lockville, O.—F. W. King, formerly in the grain business here, is dead.

Urbana (Kingscreek), O.—Mail addressed to G. E. Carriger is returned marked "Removed."

Summit (Cincinnati p. o.), O.—Mail addressed to L. C. Evers is returned marked "Unclaimed."

Nankin, O.—Mail addressed to the Nankin Equity Exchange is returned marked "Out of Business."

Shandon (Fernald Sta.), O.—Mail addressed to Robt. Hureley is returned marked "Unknown —not here."

Cincinnati, O.—August Ferger recently engaged in the commission business here, after having been connected with the Ferger Grain Co. and the Nutritia Co.

Malinta, O.—Mail addressed to the Malinta Grain & Supply Co. is returned marked "Out of Business."

Rossburg, O.—L. E. Burns of Daniel Burns & Co., who recently sold out, has removed to Indianapolis, Ind.

Cincinnati, O.—Altho appointed postmaster at Newport, Ky., Alfred Gowling will continue his grain business in this city.

Columbus, O.—The Columbus Milling Co. recently incorporated for \$150,000. Incorporators: A. C. Smith, Hiram Ingalls, John Emrich, F. G. Koerner and Ellis Jones.

Milford Center, O.—The Ohio Grain Elvtrs. Co., incorporated; 750 shares no par value. H. P. Clouse, H. J. BeBout, N. C. Gest, D. H. Graven and F. G. Fullington.

Toledo, O.—Chief Grain Inspector E. H. Culver passed several days in Chicago this week on account of the death of his father, C. J. Culver, at an advanced age.

Montpelier, O.—Chas. Miller is the new owner of the elvtr. and business of the Superior Hay & Grain Co. here, having purchased the property from Poast & Dawson, who are in the grain business at Bryan.

Circleville, O.—Wade H. Cook has engaged in the grain brokerage business with offices in the Bales Block. He was with the Heffner Milling Co. 14 years and later for three years with one of the large mills.

Loudonville, O.—The W. E. Nau Elvtr., which passed into the hands of the receiver months ago, will be sold at a public sheriff sale on Jan. 14.—Loudonville Mill & Grain Co. Mr. Nau disappeared after the failure.

North Lewisburg, O.—Howard Townsend, who formerly owned the elvtrs. at Irwin, Woodstock and Mingo, O., writes that he has purchased the elvtr. at North Lewisburg, of W. R. Lennox and will continue the business as formerly.

Toledo, O.—The Randolph Grain Co. incorporated with a capital stock of \$25,000; incorporators, O. W. Randolph and C. W. Mollett of this city and E. D. Bloom of Bowling Green, O. Mr. Randolph is the manufacturer of a grain drier and both the first two named are interested in the Central Elvtr. Co.

Columbus, O.—The property of the Krumm Milling Co., which recently went bankrupt, will be sold to the highest bidder on Feb. 15 by Donald M. Hamilton, trustee. The plant comprises a completely equipped flour mill of 100 barrels daily capacity, on a 2-acre site with rail connections, 5 miles east of Columbus, and is appraised at \$15,588.

Lyme, O.—The latest robbery at the Buckingham Grain & Seed Co., owned by Jesse Buckingham, occurred on Dec. 16 when 75 gallons of gasoline were taken from the plant. Late visitors have found it convenient to visit the rather isolated elvtr. at intervals and have succeeded in getting \$1,500 loot in two years. It is wondered that the elvtr. doors aren't left open that the gentleman or gentlemen wouldn't have the trouble of "breaking in."

Kennard sta., Cable p. o., O.—James L. Hewling, of J. L. Hewling & Co., was instantly killed Jan. 7 when his automobile was struck by an Erie passenger train on a grade crossing northeast of Kingscreek at 3:39 p. m. He was taking a load of flour to Kingscreek. The automobile was carried 80 feet, demolished and thrown to one side and Hewling's body was found several feet further up the track under the wheels of the train. His head was completely severed from his body, his legs and one arm were cut off and the torso was severed in two places. The body was mangled beyond recognition. His wife was prostrated on being informed of the accident and is under the care of a physician. He left no children. It is supposed he failed to see the rapidly moving train.

OKLAHOMA

Altus, Okla.—Spain & Flood have succeeded the A. H. Gibbons Grain Co.

Adair, Okla.—The Mayer County Farmers Co-op. Ass'n Elvtr. was burned on Dec. 21.

Jet, Okla.—A receiver has been named for the Farmers Co-operative Grain & Feed Co.

Hollis, Okla.—We have installed a feed chopper.—Hendricks & Scruggs, I. W. Hendricks.

Okemah, Okla.—Fire on Dec. 23 destroyed the elvtr. of the Okemah Grain Co. Loss, \$26,000.

Ponca City, Okla.—The erection of a grain elvtr. is contemplated by the Oklahoma Wheat Growers Ass'n here.

Red Rock, Okla.—C. L. Atherton is now mgr. of the Farmers Union Co-operative Exchange in place of R. E. Scruggs.

Thomas, Okla.—The Thomas Mill & Grain Co.'s plant burned Dec. 7, incurring a total loss. The mill was covered by insurance.

Collinsville, Okla.—The Dickenson Bros. Hay & Grain Co. is now owned by the Middle States Milling Co. of Tulsa, Okla.—Holloway Growers Grain Co.

Granite, Okla.—The Farmers Co-operative Exchange incorporated, capital stock, \$50,000; incorporators, G. N. Nance, I. P. Downing, and C. A. Harvey.

Oklahoma City, Okla.—The Western Grain Co. recently incorporated with a capital stock of \$5,000. Incorporators: C. E. Johnson, D. K. and D. J. Rutledge.

Hollister, Okla.—The Hollister Co-op. Grain Co. incorporated, \$25,000 capital stock; incorporators, W. F. Williamson, J. W. Farrington, and F. G. Baldwin.

Guymon, Okla.—W. N. Fletcher and James Langston have formed a partnership and will engage in business under the name of Fletcher Grain & Grocery Co.

Sentinel, Okla.—The Kansas Flour Mills Co., of Wichita, Kan., recently got judgment against J. J. Titus for alleged breach of contract to ship four cars of wheat.

Heavener, Okla.—L. L. Bates has bot the milling machinery and fixtures of the Heavener Grain Co. and will conduct the business as the Heavener Cash Grain Co.

Chickasha, Okla.—This office has been discontinued and all business is being transacted at the Altus office from now on.—J. T. Gibbons Grain Co., by W. A. Darby, mgr.

Binger, Okla.—The Farmers Union Grain & Live Stock Ass'n Exchange has sold its building to me. I will use it as a warehouse for feed and coal.—Binger Elvtr. Co., Chas. Wilson, prop. and mgr.

Seminole, Okla.—The Farmers Union Co-op. Exchange with over 250 members handled practically all of its stockholders' cotton seed the past fall and is arranging to handle their oats, wheat and corn co-operatively.

Carnegie, Okla.—Ross McClure, who was temporary mgr. of the elvtr. at Capron, Okla., which we took over from the Sun Grain & Export Co., will be agt. for the Chickasha Milling Co. here.—Southwestern Elvtr. & Merc. Co., Hardtner, Kan.

Moore, Okla.—The regular dealers here are Oklahoma City Mill & Elvtr. Co. and the Norman Mill & Elvtr. Co. One scooper is operating here, while the two elvtrs. are closed on account of lack of business.—Eugene Wynd, agt. Okla. City M. & E. Co.

Capron, Okla.—Ross McClure, who was temporary mgr. of the elvtr. which we took over from the Sun Grain & Export Co., has removed to Carnegie, Okla., where he will be agt. for the Chickasha Milling Co. Clarence Heaton has taken charge here for us.—Southwestern Elvtr. & Merc. Co., Hardtner, Kan.

OREGON

Portland, Ore.—Pierre Fasset du Flon, well known here as a grain bag broker, died Dec. 19 at the age of 75 years. He was with Ames & Detrick at one time, then later became a broker, which business he has continued for almost 20 years.

Portland, Ore.—Reginald Hastings, prominent in the grain trade here, died Dec. 20. Mr. Hastings was at one time grain buyer for Bal-four, Guthrie & Co., and later with H. W. Collins of Pendleton as local agent. He is survived by his widow and a son.

PENNSYLVANIA

Greencastle, Pa.—Arthur Strickler and W. H. Gillan recently bot the grain and coal business of J. W. Hartman.

Harrisburg, Pa.—A. H. Hoffer, formerly pres. and general mgr. of Hoffer & Garman, Inc., millers, will hereafter be connected with the Mechanicsburg Milling Co. of Mechanicsburg, also owned by Hoffer & Garman. H. H. and J. D. Greybill have purchased the interest of Mr. Garman in the Harrisburg plant, the former acting as pres. and mgr. and the latter as vice-pres. C. M. Hoffer will remain with them as sec'y and treas.

SOUTH DAKOTA

Madison, S. D.—Fire damaged the roof of the cupola of the Farmers Elvtr. recently.

Iroquois, S. D.—The office chimney of the Farmers Elvtr. Co. recently was blown down.

Crooks, S. D.—G. A. Burk, mgr. of the Western Elvtr. & Grain Co., died recently. His death was caused by heart failure.

Plankinton, S. D.—O. D. Anderson, who was well known as an elvtr. man in this part of the country, died recently in a hospital where he had been ill.

Aberdeen, S. D.—The Aberdeen Flour Mills has been organized and incorporated with a capital of \$150,000 and the company is planning to take over the Aberdeen Mill Co., which is idle at this time. This company was the proprietor of the Aberdeen Roller Mills, operating the 150,000-bu. elvtr.

SOUTHEAST

Gulfport, Miss.—S. C. Hood & Co. have succeeded J. B. Howie & Co. in the brokerage business.

Wells Mills (Smithville p. o.), Ga.—The corn elvtr. that is being erected here by J. W. McDonald has a capacity of 30,000 instead of 3,000 bus., as formerly reported.

TENNESSEE

Memphis, Tenn.—David H. Miller has applied for membership in the Merchants Exchange.

Martha, Tenn.—A No. 8 Bowsher Feed Mill will be installed in the plant of Conklin Bros.

Memphis, Tenn.—The following officers were elected at the annual election and banquet of the Memphis Hay & Grain Ass'n Dec. 17, 1921: W. A. Hall, pres.; S. C. Kenney, vice-pres.; W. J. Fransioli, sec'y; Lee Jones, W. P. Brown, S. F. Clark and S. T. Pease, directors.

TEXAS

Denton, Tex.—We have quit the grain business.—C. F. Witherspoon & Sons.

Yoakum, Tex.—Additional machinery will be installed in the plant of the Yoakum Mill & Elvtr. Co. soon.

Dallas, Tex.—The Pearlstone Milling Co. has let contract to the Jones-Hettelsater Const. Co. for the erection of a grain handling and milling plant.

Rule, Tex.—The Smith Grain Mill & Elvtr. Co., formerly known as the Smith Grain Co., recently incorporated for \$15,000. Incorporators: R. M. Smith, J. R. Hudson and S. M. Davis.

Chillicothe, Tex.—J. W. Davis, known here as a grain dealer and cotton buyer, died recently. He is survived by his widow and thirteen children. Mr. Davis was 55 years of age. He died of heart trouble.

Perryton, Tex.—Herschel Jamison died here recently at the age of 43 years, his death being caused by typhoid fever. Mr. Jamison was operating an elvtr. here at the time of his death and he was also interested in the grain business in Glazier, Tex.

WASHINGTON

Molson, Wash.—An addition to its warehouse is being built by the Molson Union Elvtr. Co.

Thomas, Wash.—R. L. Robbins, Inc., recently incorporated with a capital stock of \$25,000. R. L. and Mable Robbins are the incorporators. The concern will deal in hay, grain and other products.

Prosser, Wash.—Claims amounting to about \$9,000 were approved by the receiver of the Empire Grain Co., which company went into bankruptcy some time ago. About \$1,800 is in the treasury. A 10% pro rata payment will be made to claimants by George Beardsley, receiver.

Spokane, Wash.—The convention of the Grain Growers, Shippers & Millers Ass'n will be held here Jan. 26 and 27. Governor D. W. Davis of Idaho, will speak on the "Outlook for the Boy on the Farm Today," and other prominent speakers on the program are Pres. Alfred Atkinson of the State College of Montana; Dean E. J. Iddings of the University of Idaho; W. B. Armstrong of Yakima; W. J. Robinson, Wm. T. Harshman, and J. K. McCornack of Spokane; F. C. Forrest, Dean E. C. Johnson and Prof. Geo. Severance of Pullman, and B. Gillespie of Ritzville.

Montesano, Wash.—W. R. Stiles, who sold his interest in the Stiles-McCoy Co., operating the Liberty Mills, will continue as field representative.

Seattle, Wash.—The Harshman-Sweet Brokerage Co. is the successor of M. Harshman & Son, dealers in grain, flour and feed. Mr. Sweet of the new concern is mgr. of the Bozeman Milling Co. of Bozeman, Mont.

WISCONSIN

Wausau, Wis.—The capital stock of the Northern Milling Co. has been increased from \$200,000 to \$500,000.

Ettrick, Wis.—The Ettrick Elvtr. Co. will levy a 100% assessment tax on each share of stock held by stockholders.

Appleton, Wis.—Mail addressed to John M. Peters, who was connected with the Western Elvtr. Co., is returned marked "Unclaimed."

Milwaukee, Wis.—The rate of interest for January has been determined at 7% by the Finance Com'te of the Chamber of Commerce.

Wausau, Wis.—Central Wisconsin Feed & Grain Co. has incorporated for \$25,000. Incorporators: F. A. and A. D. Draper and George Leicht.

Milwaukee, Wis.—J. Walter Rice, formerly with the Uptide Grain Co., has gone with the Froedtert Malting Co. in charge of the grain department.

Washburn, Wis.—A feed business will be opened here to be operated by J. S. Fletcher and Ed. Peterson, who were formerly connected with the Farmers Co-op. Warehouse.

Ashland, Wis.—The Hanson Bros. Co. recently changed their name to the Hanson Milling Co. and increased their capital stock from \$30,000 to \$150,000. A. J. Hanson is pres. and Peter Hanson is sec'y.

Green Bay, Wis.—Three years ago the Green Bay Seed & Feed Co. passed out of existence and the original owners of same are consolidated and doing business under the name of the Wells-Osen Milling Co. of De Pere.—Wells-Osen Milling Co., per C. A. Osen, vice-pres. and general mgr.

ADVANCES numbering 372 and aggregating \$13,058,000 were made for agricultural and livestock purposes by the War Finance Corporation during the week ended Dec. 31.

Costliest Elevator in the State.

The native was driving the visitor thru the town and surrounding country. They were passing one of the grain elevators.

"The costliest 25,000-bu. grain elevator in the state," the native remarked.

"Huh," grunted the visitor, not greatly impressed by his host's statement. "Not very pretentious. Must have rosewood and mahogany fittings, brass hand rails, etc."

"No." The native responded. "It's an ordinary country elevator, well designed, I guess; and honestly built. But, the contractor who started the job went bankrupt before he had it finished."

"The owner had to carry out the work himself under new contracts. Material advanced considerably in price and of course the owner had to make new purchases. Some things that had already gone into the structure were not paid for by the contractor and the dealers filed liens against the plant. Workmen whose wages had not been paid in full did the same thing."

"By the time the house was actually ready for operation and the suits were all settled the owner paid twice as much as the original contract price. You see, in addition to the actual costs there were lawyers' bills and court fees to be considered."

"Well," exclaimed the visitor, "looks like the owner would have known enough to deal with a reliable contractor who knew his business, and then required a bond to guarantee faithful performance of the undertaking!"

"Yes," answered the native, as he shifted the wheel to avoid hitting a dog, "it looks that way. If he survives this experience without bankruptcy or heart failure he probably will know enough next time—if there is a next time."

Feedstuffs

STEWARTVILLE, MINN.—A feed grinding mill has been opened by Ed. Holtan in his garage.

HARTFORD CITY, IND.—The feed mill of Benson & Recob burned recently.

JUDA, WIS.—Newman Bros. have bought the feed business of Ed. Lehr.

PAWHUSKA, OKLA.—Leonard Thomas has engaged in the feed business here.

JUDSON, MINN.—A feed mill will be opened here to be operated by William Jones.

HARVARD, NEB.—Wm. Harris, of Kenesaw, has bought the feed business of Harry Tickler.

KNOXVILLE, TENN.—The capital stock of the Security Mill & Feed Co., was recently increased to \$175,000.

The mid winter meeting of the Mutual Millers & Feed Dealers Ass'n will be held in the Statler Hotel, Buffalo, Jan. 20.

BLUEFIELD, W. VA.—The new chicken feed plant of the Wright Milling Co. is expected to be ready for operation by Jan. 15.

EDGEWATER, N. J.—The 48-press linseed oil mill of the Archer-Daniels Linseed Co. is expected to be ready for operation in April.

ALBION, ILL.—Mail addressed to Epler & Wilson, proprietors of the Hardy Feed & Seed Co., is returned marked "Out of Business."

CAMP POINT, ILL.—W. H. Callahan has bought the feed mill of Carl Burns and Ralph Guthrie and will take possession about Jan. 10.

WICHITA FALLS, TEX.—The Morgan Feed & Fuel Co. has filed an amendment to its charter, changing its name to the Wichita Feed & Fuel Co.

ELLIOTT, N. D.—Robert Hanson, of Lisbon, has bought the feed mill formerly operated by L. G. Knapp and known as the Elliott Feed Mill.

MALVERN, ARK.—A wholesale feed and flour business has been established here by H. B. Young, in connection with Gritz Bros., of Little Rock.

BALTIMORE, MD.—William C. House, formerly with the Baltimore Pearl Hominy Co., is now in charge of the mixed feed dept of Blamberg Bros., Inc.

DAVENPORT, IA.—The Jersey Cereal Food Co., of Cereal, Pa., which plans to build a new plant, probably in Iowa or Illinois, is considering a location here.

CHICAGO, ILL.—Van Wie & Moorhead, who have conducted a hay business in this market for many years, have added a feed dept. It is in charge of C. E. Arthur.

CENTRALIA, WASH.—The Farmers Feed & Supply Co. has been taken over by the Kenworthy Grain & Milling Co. of Tacoma, and will be managed by T. E. Francis.

KANSAS CITY, Mo.—The local office of the Opsal-Fleming Co., of Minneapolis, has been discontinued. Fred J. Landon, who was manager, has entered the feed business for his own account.

DALLAS, TEX.—The Universal Feed Mills Co. has been incorporated with a capital stock of \$40,000 to manufacture feeds. Incorporators include P. F. Dugan, R. J. Cake and M. O. Andrews.

COUNCIL BLUFFS, IA.—The property of the National Alfalfa Products Co. has been sold in bankruptcy proceedings to E. A. Wickham. A meeting of the stockholders was held to protect interests of creditors.

MILWAUKEE, WIS.—The Hottetlet Co. has been incorporated with capital stock of \$25,000 to engage in the feed and grain business. Max Hottetlet, N. A. Pleyte, and Emil G. Rahr are interested in the organization.

A DELEGATION representing feed manufacturers and feeders from all parts of the country appeared before the senate finance com'te recently to ask for a change in the basis of assessing duty on imports of blackstrap molasses.

ARDMORE, OKLA.—The seed house of the Choctaw Oil & Milling Co. burned Dec. 25. It contained a quantity of cotton seed meal, cotton seed for planting, bagging and ties. The loss was about \$30,000. The building will be rebuilt.

KANSAS CITY, Mo.—The Davidson Mill & Elevator Co. has leased the 200,000-bu. Rock Island Elevator. It will be converted into a feed grinding and corn products plant, and the remodeling is expected to be completed by Feb. 1.

MEMPHIS, TENN.—The plant which the recently organized Memphis Cotton Seed Products Co. bought from the Roberts Grain Co., will be enlarged by the erection of additional buildings. New machinery and equipment also will be installed.

CANADIAN laws do not permit the sale of feedstuffs without registration. Penalties are provided for violation of the act, and as all former registrations expired Sept. 30, 1921, manufacturers who have not since renewed should immediately do so.

ALBANY, N. Y.—The corporate name of the Clute-Morris Co., Inc., has been changed to the United Flour & Feed Co., Inc., and the business will be extended. Winslow M. Mead is pres. of the Company, Fred B. Smith, treas., and Walter E. Baker, sec'y.

THE FIRST arbitration case has come before the recently appointed feed arbitration com'te of the Grain Dealers National Ass'n. The controversy is between the Consolidated Feed Dealers Ass'n, Binghamton, N. Y., and the Lake Shore Elevator Co., Cleveland, O.

MINNEAPOLIS, MINN.—By a vote of 200 to 2, the Minneapolis Chamber of Commerce adopted the uniform sales governing transactions in feedstuffs. The rules were sponsored by the U. S. Feed Distributors Ass'n and have been adopted by several other organizations.

ST. LOUIS, Mo.—Frank Marshall Edwards, formerly a sales manager for the Ralston Purina Co., and sought by the authorities for the past 9 months in connection with a charge of embezzlement, was arrested recently in Los Angeles, Cal. It is alleged he embezzled about \$15,000.

A COMPANY manufacturing cottonseed oil and meal in Mississippi may not also operate cotton gins. There is a state law to this effect, and it was recently upheld by the Supreme Court of the United States in the case of the Crescent Cotton Oil Co. vs. the State of Mississippi.

KANSAS CITY, Mo.—The Gateway Milling Co., operators of a feed mixing plant, made an assignment Jan. 4, W. H. Marshall being appointed receiver. Liabilities of \$25,000 were shown and property with an estimated value of \$30,000 listed as assets. B. R. Cecil was manager of the business.

CANTON, O.—Stockholders of the Canton Feed & Milling Co. met recently to hear a report of the Company's attorney on its affairs. The attorney reported that the property and assets which had been transferred to the Union Builders' Supply Co., a new organization, had been retransferred and that company dissolved.

KANSAS CITY, Mo.—The Kansas City Flour and Feed Club held its annual election Jan. 3. The following officers were elected for 1922: Frank M. Cole, pres.; C. M. Hardenburgh, vice-pres.; Reynier Van Evera, treas.; R. E. Sterling, sec'y; directors, George W. Hoyland, W. W. Marshall, E. M. Hibbs, Charles F. Rock, Hugo Roos. Plans were made for entertaining the Federated Feed Clubs in Kansas City in June.

The Future of the Feed Business.

[From an address by Howard C. Minkler, Director, American Feed Mfrs.' Ass'n.]

The past year has involved the feed merchant in a great many new experiences. It has presented problems and conditions that might easily force a growing institution into a passing tradition. A constantly declining market has made it necessary for the feed merchant to absorb first one loss after another. In addition to the actual money loss he has been forced to merchandise his products to a dissatisfied clientele.

It is the practice of the progressive feed merchant to buy for cash the products that the farmer has to sell and frequently, more especially during the past year, he has been forced to sell the farmers the feeding stuffs that they demanded on time and on open account.

With market values constantly fluctuating, it was but natural for the farmer to assume that the products he offered for sale were always low in value and to maintain that the products that he was compelled to purchase were sold to him at a correspondingly high cost. Since the farmer and poultryman that purchases feeds deal largely through local retailers, they were very apt to reach the conclusion, especially during this transition period, that someone was holding the bag and that in all probability the feed merchant was doubly protecting his own interests. Hence, the feed merchant was criticised by both the seller and buyer of grains and feeding stuffs for conditions that were beyond his control.

It so happened during this interval that the dealer could scarcely afford to carry a full line of ready-to-feed rations, mixed feeds and by-products, because the hazard of a declining market was too great. If the farmer could not purchase the brand of feed he was accustomed to using and was forced to wait or accept a substitute feed, his already distressed and dissatisfied feeling was not improved.

The feed dealer can easily justify his existence by rendering real service to the farmers by supplying them with quality feeds at a reasonable cost in order that they may produce live stock or their products profitably. The feed merchant must be so efficient in merchandising the various feeds that there will be no occasion for his patrons to suggest that he was profiteering or that the community could possibly get along without the service that he was rendering.

It is imperative that the feed dealer should know conditions that prevail on the farms of his patrons. He should be familiar with the grains and roughages that they produce in order that he may intelligently advise the farmer as to the particular mixed feeds or by-products that he should purchase to supplement the home grown grains. In too many instances the farmer is apt to buy those particular products that are quoted at the least cost per ton, and when mixed with the products that he has available at the farm cannot possibly produce the desired results.

The up-to-date feed dealer should frequently break out of his office and spend enough time in the country among his trade to familiarize himself with their methods of feeding, the kind of live stock they maintain and thus be in a position to sell feed that will give the most profitable results. It is the voluntary repeat order from a satisfied and prosperous patron that yields regular dividends and the feed merchant should realize that he is injuring his own business and restricting his own trade when he

Feed Movement in December.

Receipts and shipments of feedstuffs at the various markets during December, compared with December, 1920, were as follows:

	Receipts		Shipments	
	1921.	1920.	1921.	1920.
Baltimore, tons	1,503	1,451		
Cincinnati, tons	8,239	9,372		
Chicago, lbs.	32,693,000	25,393,000	99,575,000	71,128,000
Kansas City, tons, bran.	1,440	3,240	13,300	8,400
Los Angeles, cars	210	250		
Milwaukee, tons	1,770	1,950	19,563	25,577
New York, tons	200	400	43	224
San Francisco, tons, bran.	321	73		
St. Louis, sacks	188,350	70,280	486,720	129,760

changes from an established brand of ready-mixed feed manufactured by a responsible concern to one that may appear or be represented to be just as good, but that fails to show the results at the pail or in the feed trough. Selling a mere feed for a low dollar to a dissatisfied group of feeders is a mighty poor business policy. Unless the feeder can get more than a new dollar for an old one in his feeding operations he will not be a very good customer.

Work for County Agents.—Show me the county agent who recommends the practices or rations used by the most successful farmers or feeders in his county and I will show you the fellow who is doing something for his people. On the other hand, I know that the county agent who thinks that he knows more than all of the farmers combined and advances theories and original ideas that do not square with common or successful practice, seldom has the good will of the members or the confidence of the community leaders.

Service is the watchword for a going business these days and when the feed merchant sells the farmer a standard brand of some ready-to-feed ration—one that brings both new dollars and new standards of production or achievement—he can rightly assert that he is doing something worth while for his community.

The mixed feed idea has triumphed in every live stock district and with every class or type of farm animal. A very large percentage of our show yard types and prize winners are developed and conditioned on compounded feeds.

The successful dealer in feed knows his trade, knows the manufacturer from whom he buys and knows about what to expect from a certain brand of mixed feed when it is sold to a particular type of live stock or dairy farmer. He should be able to discriminate between the salesman who represents a responsible and going concern and one whose house is built on paper and whose plant is supplied with wings. He should know that the ready-to-feed ration idea is very closely and very intimately related to profitable live stock feeding and that quality in mixed goods properly gauged as to price by what the product will do for the user, when fed to the kind of animals that he grows and feeds, are the two attributes necessary for selling the public the mixed feed idea.

Service, with quality goods, correctly priced and honestly merchandized are the three principal things that will revive the feed business and place the ready-to-feed ration idea where it rightly and justly belongs. Once the live stock farmer and poultryman are back on their feet the complete or balanced ration idea will be generously patronized. Stable markets for both feeding stuffs and live stock products are essential for re-establishing and maintaining both industries.

Adulteration and Misbranding.

Under the Food and Drugs Act, the following judgments have been rendered recently in the United States District Courts for the Bureau of Chemistry:

The Elgin Cotton Oil Co., Elgin, Tex., labeled cotton seed cake or meal "not less than 43% protein." Analysis showed 40.25 per cent protein, and on plea of guilty to the information a fine of \$50 and costs was imposed.

The Monarch Mills Co. entered a plea of guilty to information charging labeling of cow feed containing 22.89% fiber and only a trace, if any, of velvet bean meal and peanut vine meal in such a manner as to indicate fiber content not exceeding 15% and an appreciable quantity of those meals. Fined \$100 and costs. In another case involving cottonseed feed, the Company was also fined \$100 and costs.

Morris & Co. shipped a quantity of tankage from Nebraska into Iowa, and it was labeled to indicate 60% protein. The information alleged that analysis showed only 47.44% protein, and that there was also present in the sample 0.16% of ground glass. Fine of \$20 was imposed.

The H. L. Halliday Milling Co., Cairo, Ill., labeled dairy feed to contain 16% protein and 2½% fat. Information charged that analysis of a sample indicated only 11.5% protein and 1.6% fat. Plea of guilty was entered and fine of \$50 and costs imposed.

Profit in Balanced Dairy Rations.

There never was a time when a more favorable margin of gross profit could be derived from the feeding of balanced rations to dairy stock than right now. In the dairy business, as in every other business, it does not matter so much what may be the price received for the finished product if the cost of manufacture or production bears a satisfactory relation to that selling price.

Late in the spring of 1921 there was a period when butter fat production may not have returned a net profit to many dairymen; but this condition was soon corrected. At the close of the year, and thus far into 1922, the margin between the cost of the feed required to produce butter and the market price of butter itself represents a profit to the dairyman that compares favorably with the margin obtainable in any extended period in recent years.

These facts offer the feed dealer an opportunity to cultivate this portion of his business. By inducing his farmer patrons to apply the information to their own business he can measurably increase the volume of his sales of balanced dairy feeds, and at the same time he will confer a real favor on his customers by assisting them to profitable production.

Certain Feeds and Seeds Take Corn Rates.

By order of the Interstate Commerce Commission, carriers have been ordered to cancel schedules proposing to withdraw certain feeds from the list of articles taking corn rates between points in western trunk line territory. The schedules were filed to become effective Oct. 1, 1921, and affected alfalfa feed, cane seed, cottonseed cake and meal, copra cake and meal, dried beet pulp, molasses feed, peanut cake and meal, sesame seed cake and meal, sorghum seed, soya bean cake and meal, sudan grass seed, sugar feed, velvet bean cake and meal and wild mustard seed.

The rates on these articles had been advanced to the wheat rate basis when on June 25, 1918, corn itself was made to take the wheat rate. Subsequently, the Commission issued its order of Oct. 20, 1921, requiring that corn rates be 10% less than the wheat rates. The Chamber of Commerce of Kansas City, Mo., the Atchison Board of Trade, Atchison, Kan., and certain manufacturers of prepared feed for live stock and poultry thereupon filed complaint asking that the carriers' proposal to remove the feeds and seeds enumerated from the list of articles taking corn rates be ordered canceled.

The Commission has upheld this complaint and the schedules are to be canceled on or before Jan. 28. As they had previously been suspended until Jan. 29, the effect is to prohibit the carriers placing them in operation, and the several articles will take the same rate allowed on corn under the new tariffs published in conformity with the rate reduction order.

Exports of Feedstuffs.

Exports of feedstuffs during November, compared with November, 1920, and for the eleven months ending with November, were reported by the Bureau of Foreign and Domestic Commerce as follows:

	November		11 months ending November	
	1921.	1920.	1921.	1920.
Bran and middlings, tons	1,322	127	10,869	2,972
Cocoanut cake and meal, lbs.			8,064,827	518,710
Corn oil cake, lbs.	74,620	88,113	4,206,092	130,613
Cottonseed cake, lbs.	33,808,678	79,510,134	369,664,924	213,541,285
Cottonseed meal, lbs.	22,129,708	4,519,226	147,845,790	17,361,952
Linseed meal, lbs.	102,280	1,616,000	19,671,264	11,243,464
Linseed cake, lbs.	42,107,642	22,208,385	490,453,591	185,558,437
Millfeed, tons	2,371	1,157	14,840	10,180

Supply Trade

There's only one thing that'll mix with business an' that's printer's ink.—Abe Martin.

Chicago, Ill.—Frank Trenkhorst Mfg. Co. has applied to the U. S. District Court for discharge in bankruptcy.

Chicago, Ill.—The John K. Thompson Co. has succeeded the Thompson-Stephen Co. in the business of designing and building elevators.

York, Pa.—The Thatcher Mfg. Co. has been incorporated with capital stock of \$25,000 to manufacture feed mixing machinery. Allen G. Fried is the incorporator.

Manchester, Eng.—American friends of Henry Simon, Ltd., are receiving, as usual, the company's unique calendar. This calendar has become a fixture in many American offices.

The convention of the Associated Building Contractors of Illinois will be held at Chicago Jan. 17 to 19. Among other matters to be taken up is a proposed revision of the constitution and by-laws.

Memphis, Tenn.—The new bag factory erected by the M. M. Bosworth Co. is rapidly nearing completion. The building will have 25,000 square feet of floor space and will be well lighted, ventilated and heated.

Indianapolis, Ind.—Addison H. Nordyke, one of the founders of the Nordyke & Marmon Co., died Dec. 26th. Mr. Nordyke, who was a pioneer in the mill machine business was 83 years of age. When very young he conducted a flour mill in an Illinois town, but after 18 months' time he returned to Richmond, Ind., and entered into a partnership with his father, under the name of E. & A. H. Nordyke. Mr. Nordyke was elected president of the firm of Nordyke & Marmon Co., after the death of his father in 1871. He retired from active business in 1902.

Kewanee, Ill.—Kewanee All Steel Ball-Bearing Truck Lifts have been installed in the following elevators: Farmers Un. Co-op. Merc. & Elevtr. Co., Eudora, Kan., Damar Elevator Co., Damar, Kan., Farmers Un. Gr. Dealers' Ass'n, Damar, Kan., Akron Far. Mfg. & Merc. Co-op. Ass'n, Akron, Colo., J. S. DeVries, Sanborn, Ia., Cheney Bros., Clovis, N. M., M. J. Wagey, Platner, Colo., Riffe & Gilmore, Optima, Okla., Geo. F. Ollmann, Malta, Ill., Farmers Co-op. Co., Plano, Ill., Nye-Schneider-Jenks Co., Modale, Ia., L. D. Spaulding, Princeton, Ill., Hunting Elevator Co., Sanborn, Ia., Union Co-op. Ass'n, Hill City, Kan., E. E. Smith, Holyoke, Colo.

Washington, D. C.—The Supreme Court of the United States on Jan. 3 in the case of the Beechnut Packing Co., held that the defendant went far beyond the right to refuse to sell to persons who will not sell at stated prices, which in the Colgate case was held to be within the legal rights of the producer. The Court proscribed five of the company's methods of making its resale prices effective, by maintaining a blacklist, employing agents to report sales at reduced prices, using key numbers on its prod-

ucts. Under this construction of the Sherman anti-trust act the producer can do practically nothing but refuse to sell, not being permitted to make any contracts that are restrictive.

Buying Corn for Russian Relief.

Under authority of the act of Congress authorizing the use of \$20,000,000 of Grain Corporation funds to buy corn, seed grain and preserved milk for the relief of famine sufferers in Russia, President Harding on Dec. 24 appointed a Purchasing Commission for Russian Relief. This Commission is composed of Herbert Hoover, Sec'y of Commerce; James P. Goodrich, former Governor of Indiana; Edward M. Flesh, vice-pres. of the U. S. Grain Corporation; Edgar Rickard, director American Relief Administration; and Don Livingston, South Dakota Commissioner of agriculture.

The Purchasing Commission entered immediately upon its duties, and began to buy corn. In the first week of its activities 3,100,000 bus. were purchased. Nothing lower than No. 2 corn will be accepted and purchase is on a free on board ship basis to avoid the necessity for a large buying and shipping organization and the attendant wasteful expense. This fact recognizes the ability of the grain trade to carry out the actual handling of the grain in a thoroughly satisfactory manner.

The first ship, the *Winnebago*, was ready to sail from Baltimore Dec. 31, just one week after the Commission was appointed. In addition to a part cargo of corn, she carried emergency equipment of 100,000 burlap bags, lumber for the construction of grain doors, nails and 6 clam shells for unloading purposes. This is to insure against delay in unloading at the Russian port. On the same day a boat left New Orleans with 240,000 bus. of corn. The law requires that all cargoes of the relief grain shall be carried in American bottoms. American ship owners and operators have the first opportunity at the business, but the Shipping Board has announced that it will carry the remainder at cost. On Jan. 4 the Commission issued a statement asserting that offers by independent American operators for ship charters were 50% higher than the rates on the ships already chartered. The commission announced that it was, therefore, applying to the Shipping Board for tonnage at the "going commercial rate." The soviet government has agreed to grant the Relief Administration, which handles the Russian end of the work, the use of 8,000 cars and 500 locomotives to move the supplies.

In addition to buying corn, which is shipped unground, the Commission has asked for offers of 500 tons of corn grits and 1,000,000 bus. of seed wheat. Other requests are expected to be issued later. The seed wheat is to be No. 1 northern spring and No. 2 amber durum.

On Jan. 3, an agreement was signed in London under which the soviet government is to turn over to the American Relief Administration \$10,000,000 worth of gold for use in purchasing supplies in the United States for famine relief in the Volga region.

Specifications governing the acceptance of offers for seed wheat require that, in the case of amber durum, certificates must be furnished to show it was grown in the northwest, where climatic conditions are about the same as in Russia. The grain must be free from dockage. It will be shipped from Baltimore, New York or Philadelphia in January, the Commission reserving the right to call for the wheat during the first half of February at $\frac{1}{2}c$ advance over the January price and during the last half of February at 1c advance.

A MERCHANT in Laurens County, South Carolina, in order to encourage the growing of wheat in his territory, has sold more than 2,000 bus. of seed wheat to farmers at cost. He has also offered a cash prize to the farmer producing the best yield on an acre.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

I. T. S. in Special Sup. issued Dec. 30 names reduction in rates on grain, grain products and other articles, effective Jan. 2.

C. F. Ass'n in Special Sup. 32 to 245 makes reduction in rates on grain, grain products and other articles as shown, effective Jan. 1.

III. Central in Sup. 5 to 1537-E names rates on feed, as described, from Pekin and Peoria, Ill., to Louisville, Ky., effective Jan. 25.

C. R. I. & P. in Special Sup. to tariffs gives reduction in rates on grain, grain products, hay and certain other articles, effective Jan. 1.

C. & A. in Special Sup. to Tariffs, issued Dec. 28, makes reduction in rates on grain, grain products and other articles effective Jan. 1.

C. & E. I. in Special Sup. to tariffs issued Dec. 24 names reduced rates on grain, grain products and other articles, effective Jan. 1.

C. B. & Q. in Special Sup. to Tariffs issued Dec. 29, makes reduction in rates on grain, grain products and other articles, effective Jan. 2.

C. B. & Q. in Special Sup. to Tariffs issued Dec. 29 names reductions in rates on grain, grain products, hay and other articles, effective Jan. 2.

A. T. & S. F. and associated lines in Special Sup. 3 to 5655-A-1 makes reduction in rates on grain, grain products, hay and articles shown, effective Dec. 27.

A. T. & S. F. and associated lines in Special Sup. 18 to 5588-L makes reduction in rates on grain, grain products, hay and other articles shown, effective Dec. 27.

C. R. I. & P. in Special Sup. to tariffs names reduced rates on Illinois intrastate traffic, as specified, on grain, grain products and other articles, effective Jan. 1.

C. & E. I. in Sup. 12 to 6639-D gives rules governing milling and malting in transit privileges on grain and grain products at stations on its lines, effective Feb. 1.

C. & E. I. in Sup. 16 to 8625-B names joint rates on grain and grain products from stations on its lines to points in Ala., Ark., Fla., La., Miss. and Tenn., effective Jan. 31.

C. & E. I. has issued a supplement giving official notice of withdrawal of tariffs and circulars by C. & E. I. Railroad Co. (William J. Jackson, Receiver) and the adoption of those tariffs and circulars by the C. & E. I. Railway Co., effective Jan. 1.

C. R. I. & P. in Sup. 10 to 19690-I names local, joint and proportional rates on grain, grain products, seeds and broom corn from stations in Colo., Kan., Mo., Neb., N. M. and Okla., also Council Bluffs, Ia., to Little Rock, Ark., and stations in Ark., La. and Mo., effective Jan. 20.

III. Central in Sup. 17 to 1809-J names rates on grain and grain products from stations in Ill. and Ind., also Dubuque, Ia., to Bellaire, O., Brownsville, Pa., Buffalo, N. Y., Charleston, Gauley Bridge, Wheeling, Huntington, Parkersburg, W. Va., Indiana, Pa., Pittsburgh, Pa., Toronto, Ont., effective Jan. 1.

C. B. & Q. in Sup. 12 to 1800-D names rates on grain, grain products, broom corn and seeds between stations on its lines west of Mo. River, also R. C., B. H. & W. R. R. and Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Duluth, Minn., also other points on lines east of Mo. River as shown, taking effect Jan. 26.

C. & A. in Sup. 5 to 1602-F named reduced rates on grain and grain products from Kansas City and St. Joseph, Mo., and Leavenworth, Kan., when originating at other points, or when milled at those points from grain originating at other points, to stations on its lines and connections in Ill., Ind., Ia., Mich., Mo., Ohio and Wis., effective Dec. 27.

C. R. I. & P. in Sup. 10 to 19687-L names joint and proportional rates on grain, grain products, seeds, hay, broom corn and other articles from Mo. River Stations and other stations in Ill., Ia., Minn., Mo. and S. D. on its lines to Miss. Valley Points and other stations in Ala., Ark., Fla., La., Miss., Tenn., also to Gulf Ports for export, effective Jan. 27.



Alfred Anderson, Buffalo, N. Y., Deceased, formerly Chief Grain Inspector at Buffalo and Peoria, Ill.

C. F. Ass'n in Sup. 6 to 245-A names reduction in rates on grain, grain products and grain by products from points in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., Ohio, Pa., W. Va., Wis., to Albany, Baltimore, Boston, New York, Philadelphia, Rochester, Syracuse, Utica, and other eastern points in U. S., also basis for rates to U. S. and Canadian ports for export, effective Jan. 1.

C. B. & Q. in Sup. 1 to 1362-M names rates on grain, grain products and seeds between St. Paul, Minneapolis, Duluth, Stillwater, Winona, Minn., La Crosse, Wis., etc., and stations in Ill., Ind., Ky. West Bank Miss. River points (Dubuque, Ia. to St. Louis, Mo., Inc.), also Green Bay, Kewaunee, Wis., also to points east of Ill.-Ind. state line or south of Ohio River as shown, effective Jan. 10.

C. B. & Q. in Sup 12 to 1362-L names rates on grain, grain products and seeds between St. Paul, Minneapolis, Duluth, Stillwater, Winona, Minn., La Crosse, Wis., etc., and stations in Ill., Ind., Ky., West Bank Miss. River points (Dubuque, Ia., to St. Louis, Mo., Inc.), also Green Bay, Kewaunee, Wis., etc., also to points east of Ill.-Ind. state line or south of Ohio River as shown, effective Jan. 1.

Ill. Central in Sup. 6 to 1537-E names rates on grain, grain products, cotton seed products and seeds between stations in Ill., Ind., Wis., also Dubuque, Ia., and St. Louis, Mo., and Chicago, Milwaukee, Minneapolis, Paducah, Ky., Peoria, St. Louis, Ohio River Crossings and other stations in Ill., Ind., Ia., Ky., Mich., Minn., Mo., and Wis., effective Jan. 1. Sup. 7 to 1537-E also becomes effective Jan. 1.

A. T. & S. F. and associated lines in Sup. 2 to 5655-A-1, applying on grain, grain products and seeds from points in Mo., Kan., Okla., N. M., and Texas, also Superior, Neb., to Galveston, Houston, Texas City, Beaumont, Orange and Port Arthur, Tex., when for export, postpones the expiration date of reduced rates from Dec. 31 to June 30, 1922, and effective date of advanced rates is changed from Jan. 1 to July 1, effective Dec. 31.

C. F. Ass'n in Sup. 5 to 245-A postpones from Dec. 31, 1921, to June 30, 1922, the expiration date of rates named on grain, grain products and by-products of grain from points in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., Ohio, Pa., W. Va. and Wis., to Albany, Baltimore, Boston, New York, Philadelphia, Rochester, Syracuse, Utica and other eastern points, also basis for rates to U. S. and Canadian ports for export, effective Jan. 1.

C. B. & Q. in Sup. 4 to 5400-C names rates on broom corn, flaxseed, grain and grain products, between Omaha, South Omaha, Nebraska City, Neb., Council Bluffs, Pacific Junction, Sioux City, Ia., Atchison, Leavenworth, Kan., Kansas City, St. Joseph, Mo., also stations on its lines west of Mo. River (except Colo.), and stations on its lines west of Mo. River, also stations on the C. & N. W., R. C., B. H. & W. and C. & Wyo., effective Feb. 5.

C. B. & Q. in Sup. 12 to 1218-G names rates on grain and grain products, etc., from stations on its line in Kan., Neb., Wyo., and Colo., also stations in Wyo. on the C. & S. to Cairo, Metropolis, Ill., Evansville, Ind., Memphis, Tenn., New Orleans, La., also Port Arthur, Beaumont, Galveston, Houston and Texas City, Tex., New Orleans, Southport, Westwego, Port Chalmette, La., Pensacola, Fla., Mobile, Ala., Gulfport, Miss., when for export, effective Feb. 1.

A. T. & S. F. and associated lines in Sup. 5 to 5702-G names rates on broom corn, castor beans, popcorn, seeds, hay and straw, between points in Kan., Colo., Okla., also Superior, Neb., and Joplin, Mo., and Kansas City, Mo.-Kan., St. Joseph, Mo., Atchison, Leavenworth, Kan., Omaha, Lincoln, Neb., Sioux City, Ia., Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Minn., also distance rates between stations in Kan., stations in Okla. and Kan., also Superior, Neb., and Joplin, Mo., Superior, Joplin and stations in Kan., also on corn husks from stations in Okla. to Chicago, St. Louis, E. Ft. Madison and Mo. River Points, effective Feb. 6.

THE LARGEST stock of grain in years, totaling 34,500,000 bus., is afloat in the harbor at Buffalo. This includes 25,500,000 bus. of wheat, of which 20,500,000 is Canadian; 3,500,000 bus. of corn; 2,500,000 bus. of oats; 1,000,000 bus. of rye; 500,000 bus. of barley; and 1,500,000 bus. of flaxseed. Fifty-four vessels are moored in the harbor.

Want Illinois Grain Rates Cut 50%.

A petition filed with the Interstate Commerce Commission by the Illinois Commerce Commission Jan. 6 asks for a reduction in freight rates on grain in Southern Illinois. The reduction asked for is one-half the last increase.

Under present conditions the Illinois Commission is restrained by an order of a United States Court from interfering with the Interstate Commerce Commission in its regulation of intrastate rates, but the petition asks that the restriction be amended.

Eastern Rate Reduction Extended.

J. S. Brown, manager Transportation Dept't Chicago Board of Trade, recently informed dealers that he had been advised the rates on grain, grain products and by products to Eastern Trunk Line Territory which became effective Sept. 3, 1921, on export shipments, and Sept. 28, on domestic shipments, and which were published to expire with Dec. 31, 1921, will be extended to expire with June 30, 1922.

The reduced ex-lake grain rates on export shipments will also be extended to expire with June 30, 1922.

Mr. Brown also stated that the 10% reduction in rates on grain, grain products, grain by-products, hay and straw, which became effective Jan. 1, and which also is published to expire June 30, was applied at Eastern points except where reduction to the extent of 10% or greater had already been made since the last general increase on Aug. 26, 1920. This reduction of 10% was not made for all the articles in the grain products and by products list, altho it was made for the principal articles. It does not affect rates to points in Atlantic Seaboard Territory and some points in Trunk Line Territory which received the benefit of a reduction on Sept. 28, 1921 now get only a sufficient decrease to make the total 10%. Domestic rates to Canadian points were reduced 10%; and it is the intention of carriers to make a further reduction to restore the comparative basis in effect prior to Sept. 28. The 10% reduction does not apply to separately stated charges for back haul, terminal services, demurrage, etc.

Ex-lake rates were reduced 10% except where, as in export rates, reduction to the extent of 10% or greater had already been made since the increase of August 26, 1920.

A Grain Sermon from Minnesota.

A farmer in Havre, Mont., who had been chosen to argue the negative side in a debate on a subject setting up the plan of the Com'ite of 17 as more beneficial to producer and consumer than the present competitive system of marketing wrote to Charles Kenning, Bird Island, Minn., for some pointers.

The letter written by Mr. Kenning to his correspondent has been made public. It is filled with information that every farmer should know; but one paragraph alone embodies a fitting answer to all carping critics of the open competitive grain marketing system.

Mr. Kenning had been asked to answer the question, "Why does the producer get better service when his grain is handled under the present competitive system of marketing?"

He gave this answer: "Because good service and good returns to the shipper are the commission man's only stock in trade. When he fails in this, he loses his customer, as he is not tied to him by an iron clad contract, and can choose another without notice."

In those words "good service" there lies the whole reason for the perfection of the present system; and because no loose jointed plan conceived by any com'ite of 17 can render an equal "good service" all such schemes are doomed to failure.

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Supreme Court Decisions

Damages for Discrimination in Rate.—Where an order of the Public Service Commission established a rate paid by a favored shipper as general to all shippers so situated, the damages to a shipper for being discriminated against is the amount between the published rate, which he paid, and the rate established by the Public Service Commission on the basis of what the favored shipper paid.—*Tacoma Eastern R. Co. v. Public Service Commission of Washington*. 202 Pac. 1.

Demurrage.—Under the Interstate Commerce Acts the charge of demurrage by a railroad company for detention of cars by a shipper or consignee is not a matter of contract between the parties, but the rates fixed by the tariff schedules filed must be charged and enforced, and it is not a defense to an action to collect such charges that the detention was occasioned by a strike, or was by orders of a sheriff, prohibiting moving of the cars to prevent inciting mob violence.—*Sinclair Refining Co. v. Schaff*. U. S. Circuit Court of Appeals. 275 Fed. 769.

Failure to Return Oats in Elevator for Assessment.—Where a creditor of an elevator owner claimed ownership of oats stored in such elevator, and refused to allow the owner to deliver them to parties claiming them under storage contracts, the failure of such claimants to return them for assessment was not sufficient to deprive them of their property, nor could such creditor establish title by returning them for assessment in its name.—*Somers, Jones & Co. v. Spellmeyer*. Supreme Court of Illinois. 132 N. W. 787.

Measure of Damages for Refusal of Shipment.—For refusal of buyer to take flour to be manufactured, the measure of damages is not the difference between the contract price and what it would have cost to manufacture the flour, but the difference between the contract price and the price at which it was sold to others; the seller having ground all the wheat to which it was entitled under government war-time regulations, and sold the product to others.—*Mound City Mill & Elevator Co. v. Kennedy*. Kansas City Court of Appeals. 234 S. W. 374.

Sunday a Holiday Under Uniform B/L.—The uniform B/L being prepared for use throughout the United States, its provisions are not to be construed in the light of the statutory law of any particular state. Though the General Construction Law, § 24, does not expressly include Sunday as a named holiday, it is to be deemed such within provisions of the uniform B/L making a carrier or party in possession of property liable for loss by fire occurring after 48 hours exclusive of legal holidays after notice of arrival, and giving the same time for removal.—*Cereal Products Co. v. Delaware, L. & W. R. Co.* Supreme Court of New York. 190 N. Y. Supp. 698.

Unsigned Sales Contract Not Made Valid by Application for Shipping Permit.—A sale contract, evidenced by a memorandum not signed by the buyers and so not enforceable under Sales Act Pa. May 19, 1915 (P. L. 543), is not taken out of the statute by a signed application by the buyers for a shipping permit, which was made to a third party and would require oral evidence to connect it with the unsigned memorandum. Requests to extend the time for payment of drafts, and to allow merchandise to remain in a warehouse for a considerable time, made by buyers and granted by seller, do not constitute an acceptance or receipt of goods, so as to take a contract out of the statute.—*Northwestern Consolidated Milling Co. v. Rosenberg*. U. S. District Court, Pennsylvania. 275 Fed. 878.

Seller's Statement a Warranty of Seed Corn.—In an action for false representations that seed corn purchased from defendant would grow well, and that neighbors had tested it and said it tested around 85 per cent, omission to instruct that a statement does not constitute a warranty unless the vendee is justified in relying on it as a statement of fact as distinguished from opinion, if erroneous, was not prejudicial to defendant; such representations being unquestionably statements of fact, and not of

opinion. In an action for false representations of seed corn purchased from defendant, it was not error to permit cross-examination of defendant as to the sale of corn to another, who tested it and found it would not grow.—*Thompson v. Damm*. Supreme Court of Iowa. 185 N. W. 115.

Passage of Title on Sale C. I. F.—Altho the term "c. i. f." may be used in connection with the price of commodities, the term affects the title on delivery, under the uniform interpretation, and the court will not establish a rule which is inharmonious with the general custom of merchants throughout the trading world. Under a "c. i. f." contract the transfer takes place at the time of the delivery of goods to the carrier. In an action for damages to a shipment of bags from Calcutta to Seattle, in accordance with a c. i. f. contract, passing title to the purchaser on delivery to the carrier, the delivery of the shipping documents and insurance policy in order to complete the transaction need not be made until a reasonable time has elapsed, and, upon delivery to the purchaser of documents entitling it to physical possession, it cannot complain that no B/L was delivered.—*Northern Grain & Warehouse Co. v. Northwest Trading Co.* Supreme Court of Washington. 201 Pac. 903.

Attachment of Shipment.—Where attachment of a carload of beans was purely a paper levy, in that the railroad refused to deliver the beans unless the B/L was taken up and the freight paid, so that the continued possession of the railroad was by virtue of its contract under B/L, and not as agent of the attaching officer, and the attachment was abandoned, in that by agreement of the parties the beans were surrendered and turned over to the consignee thereof, who was allowed to receive them upon payment of draft held by a bank, and the parties elected to proceed against the bank, for the proceeds of the draft, by garnishment proceedings, rather than against the property they had undertaken to attach, the attachment did not affect the rights of the parties.—*Groveland Banking Co. v. City National Bank*. Supreme Court of Tennessee. 234 S. W. 642.

Oral Contracts.—Where a contract for the purchase of barley by defendant's agents involved more than \$5,000, action thereon could not be sustained where there was no evidence that the agents signing the contract were authorized in writing, as required by Civ. Code, § 2309, to make the contract, which, being for the sale of personal property for \$200 or more, required a written memorandum under sections 1624 and 1739; no part of the purchase price being paid nor any of the barley accepted. Oral instructions to the buyer's agent for the purchase of barley held insufficient as a ratification of the sales contract signed by the agent, since, under Civ. Code, § 2310, the ratification of the agent's act can only be made in the manner that would have been necessary to confer original authority for the act ratified; section 2309 providing that authority to enter into a contract required to be in writing can only be given by an instrument in writing.—*Cooke v. Newmark Grain Co.* District Court of Appeal, California. 201 Pac. 615.

Risk of Loss in Transit on Seller Quoting Price Freight Paid.—The shipment by a seller to the buyer of the goods purchased under a B/L, in which the goods are consigned to the shipper's order with direction therein to the carrier to notify the buyer, and the drawing by the seller on the buyer of a draft for the purchase price of the goods less freight thereon, to which the B/L was attached to be delivered to the buyer on payment of the draft by him to the bank to which it was forwarded for collection on surrender of which B/L to the carrier and the payment of the freight on the goods it was authorized to deliver the goods to the buyer, is prima facie evidence that the delivery of the goods was to be made by the seller to the buyer at the point of their destination. The buyer of goods to be shipped to him by the seller is not bound by a printed memorandum at the top of the invoice forwarded to him by the seller that the seller assumes no responsibility for the goods after he delivers them to the carrier for transportation to the buyer in the absence of evidence that such memorandum had been brought to the buyer's attention.—*Evans-Terry Co. v. Liberty Mills*. Supreme Court of Mississippi. 89 South. 809.

Burden on Carrier to Show Failure to Give Notice of Claim.—Where a shipper signs and accepts a B/L containing a stipulation that claims against the carrier should be made in writing to the carrier "at the point of delivery or at the point of origin within four months after the delivery of the property, or in case of failure to make delivery, then within four months after a reasonable time for delivery has elapsed," this clause is valid and binding; and in a suit for damages for unreasonable delay in the delivery of goods, where it appears that such notice was not given either by the consignor or the consignee, nor waived by the carrier, a recovery will not lie. *Southern Ry. Co. v. Simpson*, 20 Ga. App. 290, 93 S. E. 47; *Mitchell v. Atlantic, etc.*, R. Co., 15 Ga. App. 797, 84 S. E. 227. But where the consignee does not sue upon the express contract evidenced by the B/L, but brings his action in tort based solely upon the public duty of the carrier to properly transport and deliver the goods, and upon the custom of the carrier to notify consignees immediately after the arrival of shipments at destination, and where it is the carrier who sets up by its plea and introduces in evidence such B/L with its stipulation as to notice, the burden of proof lies upon the carrier to further sustain its affirmative plea and defense by showing the failure of the plaintiff to give the notice thus required. 10 Corpus Juris, 302.—*Southern Ry. Co. v. Bunch*. Court of Appeals of Georgia. 109 S. E. 523.

F-o-r-w-a-r-d March!

The year 1921 just passing has held many disappointments for the grain trade; legislative attacks, declining prices, and to cap the climax, the most disastrous failure in recent years. On the whole, however, our real sufferings have not been great. We have survived our difficulties, and this of itself should stimulate us to a more determined effort to overcome such difficulties as may arise during the year 1922. It is scarcely likely that we shall be called upon to meet in the year 1922, trials that were greater than those of 1921, and having successfully overcome the trials and tribulations of 1921, we should be able to look forward with complacency to any hardships which 1922 may hold in store. As a matter of fact, along with its hardships, it is a good old world after all, and this much is certain that the coming year will hold for all of us more joy than sorrow.—Hulburd Warren & Chandler.

Books Received

Year Book 1921 of the State Board of Agriculture of Missouri contains the Board's 53rd Annual Report. It gives agricultural statistics of the state for the year, and presents a review of the Board's activities. State Board of Agriculture, Jefferson City; cloth, 476 pages.

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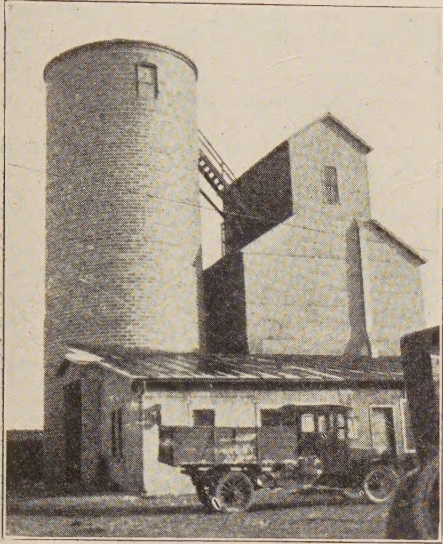
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References: Any bank, mercantile agency, commission firm or the editor of this publication.

Bin Walls Do Not Protect Contents.

In a grain elevator, two requirements are fundamental and imperative. It must keep the grain inside, and it must keep the elements outside. If it does not perform both of these functions efficiently then it makes no difference how elaborate may be its design or how perfectly it may combine within itself all the attributes of a work of art, it is a failure.

The Fremont, Neb., cylindrical bin shown



Frame Elevator and Tile Addition of Farmers Elevator Co., Fremont, Neb.

in the engraving reproduced herewith is an example of failure in the duty of keeping the elements away from the grain stored in it. The plant consists of a frame house of the usual design, to which at a later date was added the cylindrical tile tank, with provision for the movement of grain between tank and frame house.

The tank has a work room in the middle, and interior walls divide the remaining space into 3 bins. Built to hold 10,000 bus., its actual capacity is said to be about 8,500 bus.

Due to some laxity of the workmen employed in laying the tile, the tank would not load grain without shoveling and it had to be remodeled. However, this was perhaps of even less moment than the fact that when the first attempt was made to empty it it was found necessary to use hoes to loosen the caked mass of grain, some of which had started to grow. Later inspection showed that the bin walls presented ample evidence that water had beaten thru the joints and flowed down the inside of the walls, moistening the grain in the bins and in many places causing patches to adhere to the inner surfaces of the walls.

Leaking elevators have been encountered before, but J. F. Younglove, of Sioux City, Ia., who visited this plant recently reported that the walls continued to leak for some time after rain had stopped falling. This he attributed to the filling of the hollow spaces in the tile walls during the time it was raining, this accumulated water later trickling out gradually and continuing to flow as long as there remained a supply in the wall reservoirs.

The effective remedy employed by other operators of tile tanks for grain storage is to coat the outside with tar or composition so as to keep out the water.

Two Toledo grain dealers, Jesse Young and Raymond P. Lipe, returned recently from a trip to Argentina. They report the Argentine wheat crop to be one of fair quality, with much that has not been threshed. Grain is bagged when threshed, and stored in piles in the open with tarpaulin coverings to protect it from the weather. When one pile is removed it is renewed by fresh threshings.

Elevator Head Bearings and Fire.

The insurance adjuster who attempted to determine the cause of a fire that destroyed the elevator and mill of the Russell-Miller Milling Co. at Sidney, Mont., gave it as his opinion that it was due to friction in elevator head bearings.

The fire was discovered early, but the leg was immediately below an empty overhead bin, and the blaze rapidly communicated from the elevator head to the bin bottom and from that to all parts of the structure above. The burning portion of the plant could not be reached by the chemical extinguishers which were used at first, and when the fire dept arrived the fire was beyond control. If there had been grain in the overhead bin the progress of the flames would have been retarded, but no elevator operator should rely on filled bins to make up for his own failure to remove all hazards that are likely to result in fire.

Elevator head bearings need special care. While it is true that friction is an enemy to every bearing, those in the head are peculiar in that the movement of rotation is carried on in the presence of extreme weight or downward pressure. The weight imposed on head bearings is great. It is not the same in all elevators, because of the physical characteristics of different legs, but always is considerably more than other bearings in the same plant are called upon to sustain. This weight is made up by the head shaft, the head pulley, the belt, the buckets and their bolts, and the grain carried in the buckets. In some legs it is only a few hundred or thousands of pounds, while in others it will run into tons, but in every case it is weight that is pressing downward against the bearings with tremendous force.

Loaded with the constant pressure of this weight, the head shaft is turning ceaselessly in the bearings, turning slowly to be sure, but adding to the weight that motion which is requisite to the creation of friction. It is in no wise remarkable that bearings subjected to this treatment will generate heat; and the generation of heat can only be avoided by the selection of good bearings, by installing them properly, by keeping them clean and by lubricating them sufficiently.

The elevator leg, like its owner, will perform more efficiently if it keeps a cool head.

Annual Report of Western Millers' Mutual.

The Western Millers' Mutual Fire Ins. Co., Kansas City, Mo., in its 39th annual report issued Dec. 31 by Sec'y Charles H. Ridgway, shows total receipts for the year of \$159,498.33, comprising premiums and assessments of \$140,420.84 and interest of \$19,077.49. Cash on hand in banks and in the form of securities Dec. 31, 1920 amounted to \$458,437.50.

Disbursements included \$131,718.85 for losses, \$36,287.94 for expenses, \$24,095.09 for premiums and assessments returned, and \$23,092.18 for interest returned on renewals and cancellations.

Gross assets were \$1,836,255.61, of which \$402,741.77 was in the form of cash assets, divided in the following manner: U. S. Government bonds, \$136,500; Canadian Victory bonds, \$10,000; school and municipal bonds, \$244,576.88; first mortgage real estate bonds, \$2,432.06; cash in banks, \$9,232.83. Other assets were premiums and assessments in course of collection, totaling \$7,194.76, and deposit notes subject to assessment, \$1,426,319.08.

Liabilities include \$1,000 for losses in process of adjustment and estimated, and surplus to policyholders of \$1,835,255.61. There were no losses due and payable.

The company has in force \$13,234,107 of insurance, and has paid losses totaling \$1,636,161.87 since organization.

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The day of snap judgment in the purchase of machinery has passed. The purchaser must now be shown and convinced that his dollar is invested wisely. This concern welcomes the "turn in the tide" and we would appreciate the opportunity of showing why the Ellis Drier is the greatest value on the market today. May we have your inquiry?

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Grain Dealers Journal

309 S. La Salle Street,

Chicago, Ill.

Fuses for Protection of Electrical Equipment.

Every electrical device is designed to operate at not more than a certain rated capacity. Motors and similar machines are usually rated in horse power. Lamps, glue pots, and heaters as well as many other devices not commonly found in elevators are rated in watts. Since 746 watts are equal to one horse power, it all amounts to the same thing. When properly chosen, the devices are connected to a circuit of the voltage for which they are designed. Leaving out certain elements which it is not necessary to consider here, watts are calculated by multiplying volts times amperes, in other words if a motor takes 10 amperes at 100 watts it uses 1000 watts or $1\frac{1}{3}$ h.p., neglecting the efficiency for the purpose of the illustration.

Since the voltage is regulated by the circuit to which the equipment is connected, in order to protect properly the motor or other device from overload, it is only necessary to limit the current which can go through it. This is done by putting in the wire ahead of it, an automatic cut-out.

Fuses are included in automatic cutouts, as also are those circuit breakers and overload relays used in connection with starters and switches.

A fuse is a device which consists of the fusible element contained in a suitable container. When current passes thru the fuse in excess of that for which it is designed, the fuse element melts and opens the circuit. The principle of operation is based on the fact that when an electric current passes thru a conductor such as wire or metal strip heat is generated. When such an amount of heat is generated that it cannot be radiated as fast as it is generated, because of too much current, the metal melts. These fuse elements are so designed that they will melt whenever the current passing thru exceeds that stamped on the fuse. The same thing would happen to the wire in a motor if overloaded, except that the insulation on the wire will catch fire long before the melting point is reached.

Fuses are placed in the circuit to protect the motors or lamp, etc., and not to make trouble for the operator as so many seem to think.

Occasionally an elevator operator is heard

to say that he used to have trouble blowing fuses, but he put in a piece of copper wire and now he has no more trouble. His next trouble will likely be that he will have to have the motor rewound (costing one hundred times as much as a fuse) and some of them have had to build new elevators if they saved enough out of the ashes to do it; if not, they haven't any elevator now.

When the electric equipment gives trouble, and especially when fuses blow more than once or twice, a good electrician should be employed to locate the reason. He may find that the equipment is overloaded, perhaps a larger motor is needed; or there may be a ground or short circuit or some similar defect in the wiring system. In either case the trouble is serious and it should have immediate and expert attention.

Don't flirt with fire by plugging fuses, is a bit of advice which the Mutual Fire Prevention Bureau gives to grain elevator operators. The engraving reproduced herewith shows three plugged fuses that have been received by the Bureau, all of them having been plugged after blowing.

The man who dealt with fuse "A" did a good job of his tampering. He filled the fuse casing with melted solder. Undoubtedly it carried current in any quantity ever thereafter, but it gave no protection to the electrical equipment. The solder can be seen thru the hole cut in the side of the casing.

Fuse "B" does not exhibit as much ingenuity on the part of its owner. After it blew, he bridged between the metallic portions of the casing with small copper wires. One wire is shown, while the other is on the opposite side of the casing. These wires became highly heated and burned thru the casing. The hole, and the filling inside the casing, are visible.

"C" is perhaps the prize fixed fuse of them all. The man who experienced trouble when it melted proceeded roughly but forcibly to make repairs. He simply drove a large nail thru the fuse cartridge, providing a conducting agent that could be relied upon not to give way.

These cases are evidences of inexcusable carelessness. More than this, they are almost criminal. They represent acts that endangered life and property, and that served no good purpose except the temporary convenience of the man responsible for the "plugging."

When fuses blow, find out why, but do not wilfully throw away the protection they afford.

BUSINESS FAILURES in the United States during 1921 totaled 19,652, with indebtedness of \$627,401,883, compared with 8,801 failures involving \$295,121,805 in 1920. The number of failures in 1921 is next to the record of 22,000 established in 1915, while 1921 indebtedness was the heaviest of record. Banking suspensions and personal bankruptcies are not included in the figures. The greatest increase over 1920 was in the south central states, and the lowest on the Pacific coast, while all sections experienced some increase.

Insurance Notes.

IN 1921 a total of 1,471 bills affecting the insurance business were introduced in the various state legislatures. Of these, 428 were enacted into law.

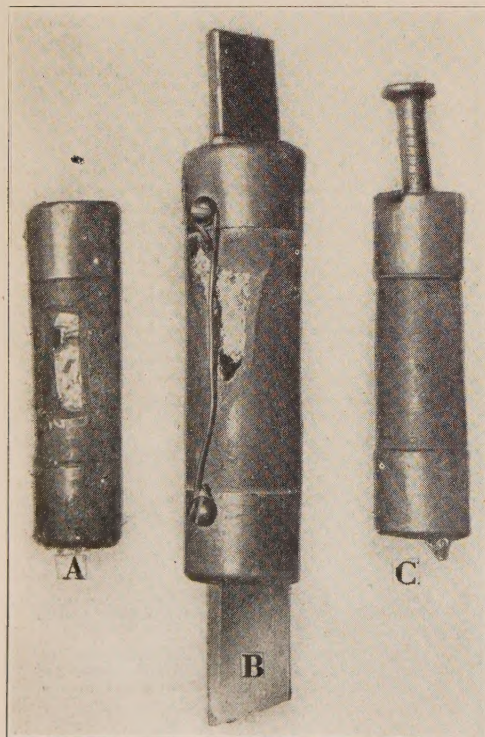
FIRE LOSSES in the United States and Canada for the first eleven months of 1921 totaled \$303,747,400, compared with \$280,658,025 in the same period of 1920. The increase is all the more remarkable in view of the deflation in values that took place during 1921, and gives positive evidence that the number of fires was much greater last year than in the one preceding. This is anything but an enviable record when it is considered that more determined efforts to prevent fires are being made as time passes.

DUST should not be permitted to accumulate on roofs where dust collectors vent. This is the lesson the insurance adjuster gained from his investigation of a partial loss in a plant at St. Paul. The blaze occurred on the roof, and it was traced back to a scourer. This machine was served by the dust collecting system, and the fire is thought to have resulted from a small explosion in the wind trunk leading to the metal collector, and to have been carried thru a vent to a point outside where it ignited dust that had accumulated on the roof.

A WANDERING photographer visited a certain mill recently, and before any one in authority was aware of his presence he took a picture of some packers at work using a flashlight produced by burning an explosive powder. The foreman discovered him then and forced him to leave the plant. Fortunately, no damage resulted in this case, but it shows that idiotic trespassers must be guarded against. That photographer may try the trick in a dusty atmosphere some day and find himself suddenly transported to a point beyond the next bend in the river.

AN INTERESTING discussion is taking place between fire engineers about the placing of fire resistive roofs over old wood shingles without removing the shingles. A difference of opinion exists, some holding that the practice is not in the least objectionable, others claiming that it is positively dangerous, while still others express the opinion that a fire resistive roof so placed is not all that may be desired, but that at any rate it is somewhat better than the exposed shingles. The factor of the additional weight imposed on the rafters leads some of the engineers to condemn the practice; while fire chiefs point out that if fire does communicate to the wood shingles after they are covered it may be necessary to destroy an expensive fire resistive roof to extinguish the blaze.

SIGNS are numerous for a more encouraging outlook. More stable prices, lower freight rates and easier money are in sight. Those who are ready will grasp these advantages. Our prediction is that the end of 1922 will see a great number of investors in Smiles Preferred. They will pay generous dividends. Don't Miss Opportunity's knock.—Southworth & Co.



Plugged Electric Fuses. A—Filled with Solder. B—Bridged with Copper Wires. C—Nail Substituted for Fusible Element.

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Under \$500 or total—Which

Our records show that elevator fires are under \$500, or they are total. Where they are kept under \$500 proper fire fighting equipment is maintained. Are your barrels and buckets and other extinguishers in shape for the winter, or if a fire breaks out in your plant, will it mean a total loss?

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Grain values reported monthly affords full protection.

Write for Information.

E. H. MORELAND, Secretary

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Mutual Fire Prevention Bureau

230 East Ohio Street
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Kansas City, Mo.

Ohio Millers Mutual Fire Insurance Co.,
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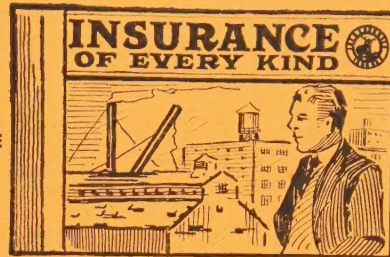
Mill Owners Mutual Fire Insurance Co.,
Des Moines, Iowa

The Millers Mutual Fire Insurance Co.,
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"...fix that connection and save yourself trouble,"

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Hartford Mill and Elevator Underwriters and Engineers

Know that electric power is a great benefit but dangerous unless controlled by men trained to look for weaknesses in wiring. Electricity has caused many fires. Other processes and methods have their own hazards. The checking of these things is an item to turn over to these experts of The Hartford Fire Insurance Co.

For detailed information write to the

Hartford Fire Insurance Co.

Mill and Elevator Department
H. W. DONNAN, Supt.

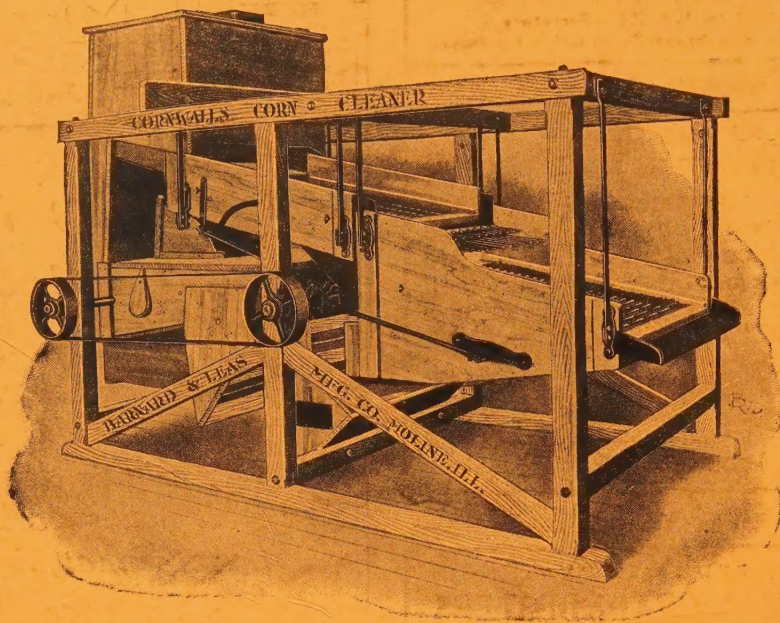
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